Board of Trade Journal

Volume 198, No. 3815 Published by Her Majesty's Stationery Office 29 April 1970

Price 2s 0d [10 p] net

Thro' Nine Reigns—

W. Wingate & Johnston Ltd.

ESTABLISHED 1815

In the reign of King George III

AND STILL THE LEADERS

		Telephone Numbers
LONDON		
Head Office	**St. Mary Axe House, St. Mary Axe, London, E.C.3.**	**01-283 8030**
London Airport	**101/1 Agents Building, Cargo Terminal, London Airport, (Heathrow), Hounslow, Middlesex.**	**01-759 3722**
BIRMINGHAM	**Wingair House, Birmingham Airport, Sheldon, Birmingham, 26.**	**021-743 8171**
GLASGOW	**98 West George Street, Glasgow, C.2.**	**041-332 5887**
GLASGOW AIRPORT	**Cargo Terminal No. 1, Abbotsinch, Paisley.**	**041-887 2181**
IPSWICH	**Dockside Office, Orwell Quay, Duke Street, Ipswich, Suffolk.**	**0473-59494**
LEEDS	**Wingair House, Leeds/Bradford Airport, Yeadon, Leeds, LS.19 7.TU.**	**09737-3121**
LEICESTER	**11 De Montfort Street, Leicester, LE.1 7.GE.**	**0533-25477**
LIVERPOOL	**Cunard Building, Liverpool, L.3 1.EU.**	**051-236 9931**
LIVERPOOL AIRPORT	**Room 13, Hangar No. 2, Speke, L.24 8.QE.**	**051-427 7329**
MANCHESTER	**261/5 Corn Exchange Building, Fennel Street, Manchester, M.4 3.HJ.**	**061-832 9386**
MANCHESTER AIRPORT	**Wingair House, Wythenshawe, Manchester, M.22 5.PU.**	**061-437 5956**
NEWCASTLE	**Milburn House, Dean Street, Newcastle-upon-Tyne, NE.99 1.ME.**	**0632-29612**
NEWCASTLE AIRPORT	**Cargo Building, Newcastle-upon-Tyne, 3.**	**0632-860966**
NEWPORT	**33 Charles Street, Newport, NPT 1.JT.**	**0633-58058**
PRESTWICK	**Cargo House, Prestwick Airport, Ayrshire.**	**0292-79275**
SOUTHAMPTON	**Alexandra House, 10-11 Queens Terrace, Southampton, SO.9 5.TR**	**0703-23731**

In association with offices in Johannesburg, Montreal, New York, Paris and Toronto.

EXPORT PACKERS · CASE MAKERS · CUSTOMS AND INSURANCE BROKERS · CONSOLIDATORS · DOCUMENTARY EXPERTS · SHIPPING, FORWARDING AND TRAVEL AGENTS · AMERICAN, DOMINION AND COMMON MARKET CONSULTANTS · CONTAINERIZATION AND AIR FREIGHT SPECIALISTS

"A MEMBER OF THE MANIFORD TRANSPORT SERVICES GROUP OF COMPANIES"

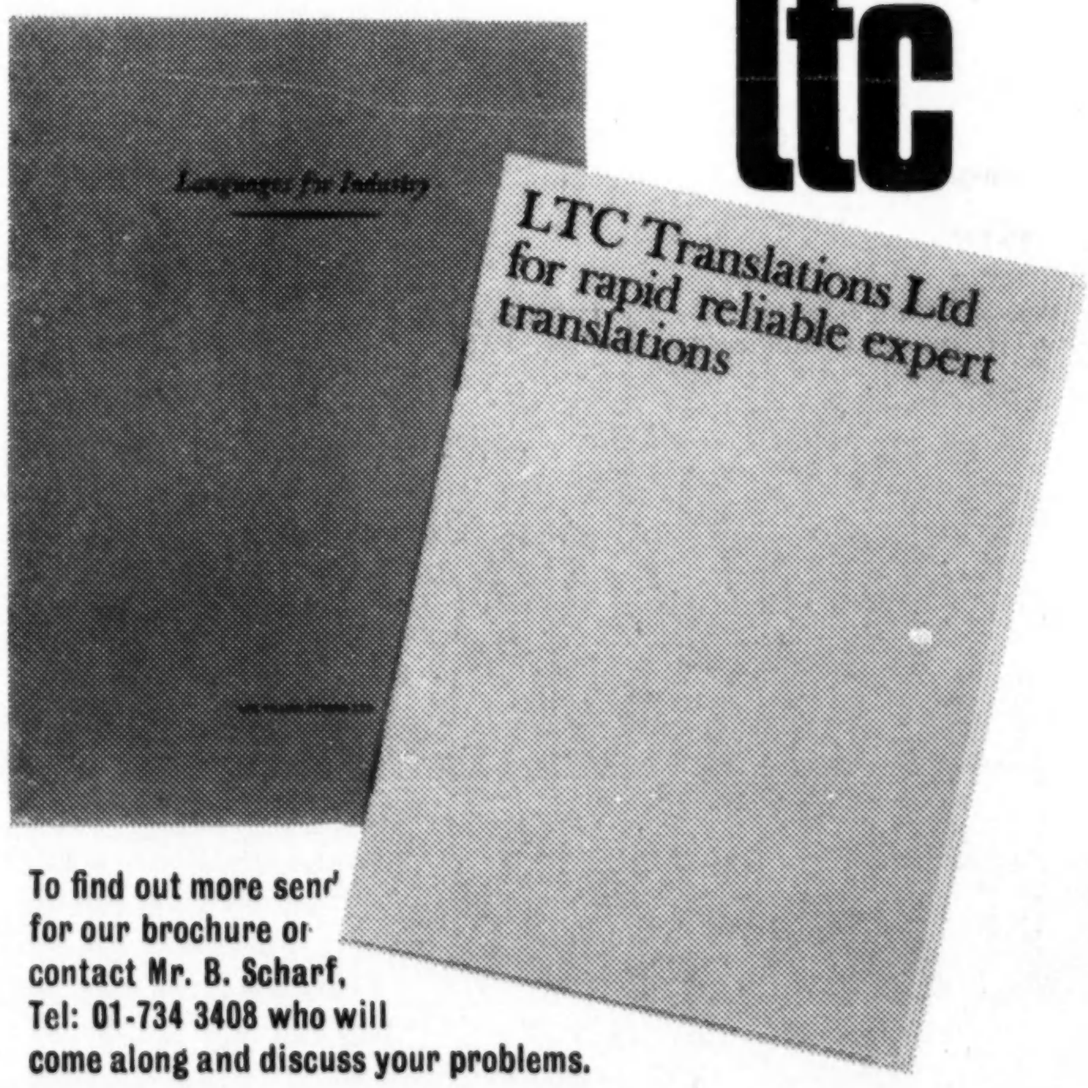
We speak the language of your customers

In Belgium, Italy, Brazil . . . in fact, anywhere in the world. Their good opinion matters a lot to you.
That is why the catalogues and handbooks which you send to them should be written clearly, in their own language and in the style to which they are accustomed. And as for the communications you receive from abroad, they too must be translated promptly and accurately.
LTC Translations is geared to these requirements. Speed, efficiency, accuracy may be taken for granted, but we are proud of our solid and extensive experience in many branches of commerce and industry. Please call on us for up-to-date advice on all your language problems.

This is what you will find . . . when you consult us about your translation problems.

- ★ **Prompt and efficient service at reasonable rates**
- ★ **Extensive experience in many branches of commerce and industry**
- ★ **Capacity for dealing with large, complex or urgent projects**
- ★ **Facilities to assist you in the production of your foreign language literature**
- ★ **Teamwork and consultation at all stages**
- ★ **Up-to-date advice by experts.**

ltc



To find out more send for our brochure or contact Mr. B. Scharf, Tel: 01-734 3408 who will come along and discuss your problems.

LTC Translations Ltd

193 REGENT STREET, LONDON W1. TEL: 01-734 3408
A member of the Linguaphone Group of Companies

Board of Trade Journal

VOLUME 198. NO. 3815. PAGES 1141-1200. APRIL 29, 1970.
PRICE 2*s* 0*d* (10p). NET SUBSCRIPTION INCLUDING POSTAGE £6 18*s*. 6*d*.

Editorial Address:
Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. 01-222 7877.

Index to Statistics 1142
Subscriptions, Advertisements, Reprints 1142
The EFTA market after ten years 1145
President concerned about trade misdescriptions affecting the motor trades 1147
The roll of GATT in international trade – Lord Brown 1147
More industrial statistics to be available 1147
Mr. Crosland addresses first meeting of Noise Advisory Council 1148
Mintech minister speaks on expansion of computer services 1148
Promotion of international business for London 1148
Weights and Measures Regulations 1963 – new series of metric weights 1148
New publications on decimalization 1148
Visits by British Overseas Commercial Representatives 1149
BSI's Technical Digest for exporters in construction industry 1149
ABCC Merchanting Trends Inquiry 1149
Further liberalization of imports from Eastern Europe 1150
Applications for temporary exemption from import duty 1150
Revocation of anti-dumping duties on Australian files and rasps 1150
Round shilling accounting on import entries 1150
Report on the Companies (Floating Charges) (Scotland) Act 1961 1150
Corton Beach (Holdings) Ltd.: appointment of inspectors 1150
New Books 1151

Aviation and Shipping
Two new Board of Trade flight safety posters 1152
The control of air traffic over Britain 1152
New Dover port terminal to be opened by Minister of Transport 1152
Board of Trade orders inquiry into marine fire 1152
Parliamentary Answers on aviation and shipping 1153

Parliamentary Answers 1154
BSC's £2½ million plan for Workington 1155
Prevention of Fraud (Investments) Act 1958 1155
Government surplus sales by auction 1157

STATISTICS
The economy: selected indicators 1158
Index of industrial production for February 1970 1159
Industrial building in the first quarter, 1970 1160
Census of Production for 1968 – Further analysis of provisional results – manufacturing industries 1161
Northern Ireland index of production 1167
Registrations of British and foreign films 1167
Business Monitor 1167
Deliveries and orders in the engineering industries 1168
Traffic of United Kingdom Airlines in 1969 1170
Output of wool textile industry 1171
Textile and clothing industries: orders and deliveries 1171
Production in the cotton industry 1171

EXHIBITIONS AND FAIRS
Children's wear at Cologne 1172
Export orders won at Electrex '70 1172
Queen's Award exhibition at BoT headquarters 1172
Scottish promotion in Belgium 1172
BMEC Forum goes to Gothenburg 1173
British textiles in Luxemburg 1173
British Pavilion at Rand Easter Show 'an outstanding success' 1175
Canadian store promotions: opportunities for UK consumer goods 1175
British Engineering Week in Prague 1175

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS
United Kingdom aid to developing countries – Indonesia. Double taxation – United Kingdom and Israel. Italy and Republic of Korea. Hints to businessmen booklets 1176
Opportunities for exporters – calls for tender – Agency inquiries, market reports, etc. 1178
Export Missions and Tours 1185
Export Orders 1187

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Australia: Dumping Tariff Board inquiry. Tariff Board inquiry on cheese 1194
Belgium: Price control regulations 1190
Canada: Hazardous Products Act 1200
Dahomey: Tariff modifications 1193
Ecuador: Amendment of prior deposit rates on imports 1198
EFTA: Tariff treatment of certain textile products 1191
European Communities: Common agricultural policy Imports from non-member countries. Harmonization of legislation – motor vehicles correction 1189
Ghana: Special surcharge on imported goods 1193
Greece: Relaxation of controls on prices of pharmaceuticals. Minimum period for return of advance deposits on imports 1190
Iran: Import and export rules and regulations 1192
Irish Republic: Importation of cats and dogs 1190
Jamaica: Import licensing arrangements 1198
Kuwait: Regulations concerning boric acid, anagestone acetate and food additives 1192
Malawi: Import controls. Customs Tariff amendment. Suspension of duties 1192
Malta: Postal strike 1190
New Zealand: Cancellation of Tariff and Development Board inquiry: certain electrical apparatus. Elimination of margins. Customs Tariff changes (1). (2) 1194
Seychelles: Import licensing. Customs tariff amendment 1194
Singapore: Amendments to import control. Control of Manufacture Ordinance 1194
South Africa, Republic of: Customs tariff changes 1194
Spain: Opening of global quotas 1190
Switzerland: Duty free import of silk and cotton fabrics 1190
Syria: Import licence decision 1191
Togo: Transit tax 1193
United States: Gas pipeline safety standards. Flammable Fabrics Act – carpets and rugs. Small carpets and rugs. Fair Packaging and Labelling Act: definition of consumer commodities. Federal Seed Act. Motor vehicle safety standards – No. 101. Importation of rare animals – new amendments. Transportation of hazardous materials – parathion and methylparathion. Labelling or oral contraceptives 1198

Any late announcements on this page will be found at the top of the following page.

Front cover photograph

Export orders worth well over £700,000 for more than 3,500 Scooter Skis have been received by the Reliant Motor Group. Most of the orders are from the United States where the distributors, Nouveau Products Corporation, of Avon, Massachusetts, are anxious to secure distribution rights for the next five years. They forecast that the Scooter Ski will prove to be the 'hottest new sports vehicle since the phenomenally successful Snowmobile'. Numerous Snowmobile agents are, in fact, looking to the British craft to give them new business during the summer months. A heavy programme of work for 1970 is under way at the Reliant Motor Group's factories in Preston, Lancashire, where the glass fibre-bodied Scooter Ski is built. Deliveries have also been made to Italy and Sweden where initial orders amount to around 1,000 craft.

LATE ANNOUNCEMENT

Index to Statistics published regularly in the Board of Trade Journal

A=annually; M=monthly; Q=quarterly; 6-M=every six months

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	April 8 1970
Mileage and traffic (A)	This week
Trade by air (6-M)	Oct. 22 1969
Balance of payments:	
Civil aviation (Q)	Feb. 4 1970
Trends in invisible transactions (Q)	Mar. 11 1970
UK balance of payments (Q)	Mar. 11 1970
Bankruptcy orders (Q)	Feb. 18 1970
Business names registered (A)	April 8 1970
Capital expenditure:	
Distributive and service trades (A)	Mar. 7 1969
Industry's capital expenditure (Q)	April 8 1970
Industry's investment intentions (3 times a year)	Jan. 21 1970
Manufacturing industry. Census of production (A)	Dec. 31 1969
Catering trades turnover (M)	April 15 1970
Chemicals industry (Q)	This week
Companies:	
Acquisition and mergers (Q)	Feb. 5 1970
Income and finance (Q)	Dec. 10 1969
New Companies registered:	
Gt. Britain (M)	April 15 1970
N. Ireland (M)	April 1 1970
Computers:	
UK computer market (Q)	Feb. 4 1970
Construction work overseas (A)	Oct. 15 1969
Credit:	
Instalment credit business (M)	April 15 1970
International trade credit (A)	April 15 1970
ECGD business (Q)	Mar. 11 1970
Electronics industry:	
Electronic capital equipment deliveries research and development (Q)	Feb. 11 1970
Engineering and electrical goods:	
Deliveries of certain products (Q)	Jan. 7 1970
Production exports and orders (M)	This week
Film industry:	
British Film Fund Agency returns (M)	April 15 1970
Cinema admissions and takings (M)	April 1 1970
Overseas payments and earnings (A)	Nov. 5 1969
Registration of films (A)	Mar. 4 1970
Trends in film going (A)	July 16 1969
Food:	
Consumption levels (A)	Feb. 18 1970
Household consumption (Q)	April 15 1970
Footwear industry orders and deliveries (M)	April 22 1970
Foreign trade:	
EFTA trade (Q)	Mar. 18 1970
Trends in export of manufactures (A)	Sept. 17 1969
Industrial countries trade and production (Q)	Feb. 4 1970
Foreign trade of the UK:	
Direct orders (A)	Sept. 3 1969
Unit value and volume index nos. (M)	April 22 1970
Value of overseas trade (M)	April 22 1970
Value of overseas trade: analysis of trends (Q)	March 11 1970
Gold and convertible currency reserves (M)	April 8 1970
Hairdressing trades turnover (M)	April 15 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	Feb. 18 1970
Business (M)	April 15 1970
Industrial building (Q)	This week
Industrial development certificates refused (A)	July 9 1969
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	July 30 1969
Transactions (Q)	April 1 1970
Investment and earnings overseas (A)	April 8 1970
Laundries and dry cleaners turnover (M)	April 15 1970
Machine tools, deliveries and orders (M)	Mar. 25 1970
Man-made fibres:	
Analysis of production (A)	Feb. 11 1970
Analysis of production (Q)	Feb. 11 1970
Production (M)	April 8 1970
Volume of production (M)	April 8 1970
Motor industry:	
Car and commercial vehicle production (M)	April 8 1970
Motor trades turnover (M)	April 15 1970
Office development permits (Q)	Mar. 4 1970
Partnerships registered (A)	April 8 1970
Pension funds:	
Assets (A)	July 30 1969
Trends in private pension funds investment (Q)	April 1 1970
Retail prices index (M)	April 22 1970
Retail trades:	
Index nos. (M)	April 15 1970
N. Ireland index (M)	April 8 1970
Royalty transactions (A)	Mar. 25 1970
Shipping:	
Movement at UK ports (M)	This week
Nationality of vessels in UK sea-borne trade (A)	Jan 7 1970
Stocks:	
Distributive and service trades (A)	Mar. 7 1970
Industry's stocks (Q)	April 8 1970
Manufacturing industry. Census of production (A)	Dec. 31 1969
Retail (M)	April 15 1970
Television:	
Overseas payments and earnings (A)	Nov. 5 1969
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Cotton production (M)	This week
Wholesale houses sales (M)	April 22 1970
Wool exports (Q)	Feb. 25 1970
Wool output (M)	This week
Tourism:	
International tourism (A)	Aug. 27 1969
UK toturist traffic (M)	Mar. 4 1970
Wholesale prices:	
Average prices of selected commodities (A)	Feb. 25 1970
Index nos. (M)	April 22 1970

Board of Trade Departments, etc.

Subject	Last published
Board of Trade addresses	Feb 18 1970
Board of Trade Regional Organization	April 22 1970
British Commercial representatives overseas	April 22 1970
Customs notice of interest to exporters	Mar 4 1970
Directory of Board of Trade Departments and their work	April 8 1970
ECGD local offices	Feb. 25 1970
Half-yearly index - July-Dec. 1969	Feb. 18 1970
Official Receivers' offices	June 21 1969
Programme of trade promotions	Mar. 11 1970

SUBSCRIPTIONS

ADVERTISEMENTS

REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office price 2s. 0d. (annual subscription £6 18s. 0d. including inland or surface but not air postage) and is obtainable direct from the following addresses: 49 High Holborn, London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester, 258 Broad Street, Birmingham, 2; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

© Crown Copyright 1970

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2654.)

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (Tel. 01-248 9876, Ext. 6147.)

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the good or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Over 2,800 firms have already joined the Board of Trade's new computerised Export Intelligence Service.

Will you be one of the best-informed exporters from June 2nd?

Over 2,800 firms have already joined the Board of Trade's new Computerised Export Intelligence Service. And hundreds more are joining each week, to take full advantage of the service when it opens on June 2nd.

If you have not yet filled in your application papers, now is the time to do so.

Selectivity

Computerised Export Intelligence is tailored for *you*—to save your time. All information is broken down by computer into 5,000 product categories, 200 geographical regions and 14 different types of intelligence.

Overseas demand will be precisely matched to home supply. You have only to list your markets, products and intelligence requirements once. And you will then be sent all those details of export opportunities directly relevant to yourself. Up-dating any information you want can be done at any time.

In addition, provision has been made for Project and Services information for example, architects, banks, consultants, and others whose interests cut across standard product and market categories.

Speed

Under this new system all information will reach you within 48 hours of receipt by the Board of Trade—urgent items will be sent by phone or telex.

Cost

The initial cost is £25. For this sum you receive up to 500 notices on the countries and types of intelligence for which you have registered. The computer will bill you for a further £25 either on the anniversary of your joining, or as soon as you have received 500 cards, whichever comes first.

Subscribers will also receive *free* quarterly and economic trading reports on more than 100 countries.

This new Export Intelligence Service demonstrates the determination of the Board of Trade to provide an ever more modern series of worldwide services to British exporters.

Join today!

The service starts on June 2nd. So don't get left behind. Fill in the application papers on your desk now. If you have not received full details, complete the coupon below, and post it today.

To: The Director,
Export Intelligence,
Board of Trade,
Hillgate House, 35 Old Bailey,
London, EC4.

I am interested in Computerised Export Intelligence. Please send me full details of your new service.

NAME .....

STATUS.....

COMPANY.....

.....

ADDRESS .....

.....

.....

C.94

EXPORT INTELLIGENCE
at the Board of Trade

H.Q. London: 01-248 5757 Telex: 886143

Belfast (Ministry of Commerce) 34488 Telex 74578
Birmingham 021-643 8221 Telex 33702 · **Bristol** 21071 Telex 44214 · **Cardiff** 62151 Telex 49267
Glasgow 041-248 2855 Telex 77583 · **Leeds** 20485 Telex 55472
London (South Eastern Counties) 01-828 4355 Telex 25991 (Eastern Counties) 01-828 6271 Telex 25991
Manchester 061-832 9321 Telex 66104 · **Newcastle** 27575 Telex 53178

GENTRANSCO SERVICES Ltd.

P.O. BOX 166
CENTRAL HOUSE, STRATFORD, LONDON, E.15.

Telephone: 01-534 6655 *Telex: 897153/4*

Branches at: ATHERSTONE, BRADFORD, BRISTOL, CARDIFF, HULL, LIVERPOOL, MANCHESTER

The biggest range of direct train ferry groupage services to and from the continent of Europe!

FULL FACILITIES FOR CONTAINER HANDLING, AND COMPLETE LOADS BY RAIL OR ROAD

DELIVER TO:–
GENTRANSCO DEPOT No. 5.
London International Freight Terminal
Temple Mill Lane,
Stratford, London, E.15.

OPEN from 7.30 a.m. to 4.30 p.m.
MONDAY to FRIDAY

From London Departures per week	Transit time in days		To London Departures per week	Transit time in days
1	6	Barcelona		
2	3	*Basle	2	3
1	6	Berlin		
1	3	Bielefeld	1	3
2	2	Brussels		
2	5	Chiasso for Italy	2	5
1	3	Cologne	2	3
3	4	*Copenhagen	1	4
2	3	Düsseldorf	2	3
2	3	Frankfurt	2	3
2	3	Hagen	2	3
1	4	Hanover	1	4
1	6	Madrid		
2	3	Mannheim	1	4
2	4	Munich	1	4
1	3	Nurnberg	3	3
Daily	3	Paris	1	4
3	5	Prague	2	5
2	4	*Salzburg for Yugoslavia & Greece	2	4
2	3	Stuttgart	2	3
2	18	Teheran via Munich	1	18
2	4	*Vienna	2	6
2	4	Zurich	2	6

ALSO BY CONTAINER TO AND FROM L.I.F.T.

1	2	Amsterdam	1	2
2	2	Rotterdam	1	2
1	2	*Gothenburg	1	2
1	3	Lyon	1	3
1	3	*Stockholm		
2	3	Waterford		

OTHER SERVICES:

From Manchester Departures per week	Transit time in days		To Manchester Departures per week	Transit time in days
2	4	Brussels		
2	4	Paris		
1	6	*Vienna		
2	4	*Basle	2	4
		Düsseldorf	1	4
		Chiasso	1	5
2	3	Waterford	2	3

DELIVER TO: **GENTRANSCO DEPOT**
Liverpool Road Goods Station, Manchester 3
(OPEN from 8 a.m. to 4.30 p.m. MONDAY to FRIDAY)
ENQUIRIES TO: **GENTRANSCO SERVICES LTD.**
40 King Street West, Manchester Telephone: 061-832 6411 Telex: 66659

PLUS **REGULAR CONTAINER GROUPAGE SERVICES HULL-*GOTHENBURG-HULL, HULL/*OSLO**

DELIVER TO: **GENTRANSCO SERVICES LTD.**
Gentransco Depot (B.R.S. General Haulage), Leads Road, Hull
ENQUIRIES TO: **GENTRANSCO SERVICES LTD.**
Regent House, Ferensway, Hull Telephone: 36850 & 36859 Telex: 52443

REGULAR CONTAINER GROUPAGE SERVICE BRISTOL-WATERFORD-BRISTOL

DELIVER TO: **GENTRANSCO SERVICES LTD.,**
(and ENQUIRIES) Gentransco House, Cater Road, Bishopsworth, Bristol BS13 7TW Telephone 668431 Telex: 44852

***"Gentransco–Better for E.F.T.A. !"**

The EFTA market after ten years

By James Lanner, Head of the Economic Department of the EFTA Secrefariat in Geneva

Next Sunday, May 3, is the tenth anniversary of the conventi on establishing the European Free Trade Association. Since the Association's creation in 1960, trade between EFTA countries has increased two and a half times. This article analyses the rapid growth of EFTA economies and trade during the past decade, a nd the great potential for British exporters.

THE IMPORTANCE of the continental EFTA countries† is often overlooked, although their aggregate population is almost 50 million – roughly the same as England and Wales and more than a quarter that of the Common Market. As a group continental EFTA countries also enjoy high living standards—gross national product per head in 1968, the last year for which statistics are available, was £833, compared with £850 for the European Economic Community (EEC) and £772 for the United Kingdom.

Growth of demand

Not only does the average EFTA citizen enjoy a high standard of living, but this is increasing rapidly. As Table 1 shows, from 1959 to 1968 the average annual rate of growth of the real gross national product of the continental EFTA countries combined was 4.7 per cent, compared with 3.2 for the United Kingdom; for 1969 and 1970 a continuing growth of 4.7 per cent is estimated. Remarkably enough, economic growth in almost all the continental EFTA countries has been fairly steady and has not been much affected by recessions. There is no reason to believe that any new factors will appear in the foreseeable future which will slow down the rate of growth appreciably.

Table 1. GNP, CONSUMPTION AND INVESTMENT

	Average annual rate of growth 1959-1968 (in per cent at constant prices)			1968 current values (£ million)		
	Gross National Product	Private Consumption	Investment	Gross National Product	Private Consumption	Investment
Austria	4·5	4·7	5·1	4,722	2,803	1,112
Denmark	4·6	4·4	6·2	5,690	3·269	1,535
Finland	4·7	4·6	3·5	3,357	1,861	777
Norway	5·0	4·4	5·0	4,170	2,120	1,386
Portugal	6·4	4·5	8·6	2,016	1,421	388
Sweden	4·4	4·4	4·6	11,002	5,923	2,536
Switzerland	4·5	4·6	7·0	7,182	4,155	1,836
Continental EFTA	4·7	4·5	5·3	38,139	21,552	9,570
United Kingdom	3·2	2·7	6·0	42,760	27,065	7,798

From 1959 to 1968 the annual rate of growth of real private consumption of the continental EFTA countries was 4.5 per cent, only a little below the rate of growth of the gross national product. Real investment increased faster, by 5.3 per cent. Both consumption and investment can confidently be expected to continue to grow at least as fast in the current year and in the near future.

Continental EFTA thus presents a picture of sustained healthy and rapid growth of demand, and the countries in this group clearly provide a tempting market for both consumer goods and capital equipment. Another important factor must be added, one of particular interest to British exporters. It is worth remembering that the continental EFTA countries represent one of the most important and fastest growing trading groups in the world. For them external trade is necessarily one of the most important elements in their economic calculations (see Table 2). In 1969 their total commodity imports reached £10,000 million, with imports from their EFTA partners at £3,185 million. In 1968 continental EFTA's total imports were equal to 23 per cent of gross national product, compared with 16 per cent for the EEC and 19 per cent for the United Kingdom. Total exports of continental EFTA were 20 per cent of GNP with those of the EEC and the United Kingdom at 17 and 15 per cent respectively. In 1969 the continental EFTA countries imported goods to the value of £226 per head of population and exported £195 worth; this compares with £169 and £170 for the EEC, and £150 and £131 for the United Kingdom.

Furthermore, continental EFTA's imports and exports have grown very fast and continue to do so (see Table 3). Total imports and exports increased from 1959 to 1969 at an average annual rate of 9.5 and 9.8 per cent respectively, while the United Kingdom's imports and exports rose by only around 6 per cent.

Scope for UK exporters

In analysing the opportunities provided by EFTA for United Kingdom exporters, it would of course be wrong to stop at a simple evaluation of the general growth of demand and of trade in the continental EFTA countries. After all, the elimination of Customs duties did create a preferential area. A recent study‡ by the EFTA Secretariat estimated that as a result of the creation of EFTA the United Kingdom's trade balance benefited in 1965 to the extent of £80 million. In other words the increase in total United Kingdom exports resulting from the reduction of tariffs

Table 2. THE IMPORTANCE OF TRADE

	1968 as per cent of gross national product				1969 per head of population (£)			
	Total imports	Total exports	Imports from EFTA	Exports to EFTA	Total imports	Total exports	Imports from EFTA	Exports to EFTA
Austria	22·0	17·5	4·0	4·1	160	137	31	33
Denmark	25·9	20·8	10·4	10·4	325	253	133	124
Finland	19·9	20·4	7·4	8·0	179	176	69	71
Norway	30·0	21·5	12·9	9·8	322	241	142	108
Portugal	20·7	14·6	4·8	4·9	54	36	13	12
Sweden	19·7	19·0	6·9	8·3	309	298	115	128
Switzerland	26·6	23·7	4·4	5·0	357	314	65	65
Continental EFTA	23·3	20·1	7·1	7·3	226	195	72	70
United Kingdom	18·6	15·1	2·7	2·1	150	131	23	20

EFTA MARKET, *continued*

Table 3. IMPORTS AND EXPORTS

	Average annual rate of growth 1959-1969 (in per cent at current prices)				1969 values (£ million)							
	Total imports cif	Total exports fob	Imports from EFTA cif	Exports to EFTA fob	Imports from EEC cif	Exports to EEC fob	Total imports cif	Total exports fob	Imports from EFTA cif	Exports to EFTA fob	Imports from EEC cif	Exports to EEC fob
Austria	9·5	9·6	15·1	17·6	9·3	7·7	1,178	1,006	229	246	665	417
Denmark	9·1	8·0	11·4	9·9	8·6	4·6	1,584	1,233	650	605	532	284
Finland	9·2	9·0	12·6	12·3	7·7	8·1	843	828	327	334	231	198
Norway	8·4	10·5	10·4	11·7	5·6	10·3	1,277	919	543	413	330	234
Portugal	10·0	11·0	11·8	18·9	8·8	8·5	513	343	126	119	179	62
Sweden	9·4	9·9	13·7	11·6	7·3	8·8	2,460	2,372	914	1,017	839	660
Switzerland	10·7	10·7	14·4	13·2	10·3	9·9	2,195	1,932	396	399	1,275	723
Continental EFTA	9·5	9·8	12·5	12·1	8·6	8·4	10,000	8,632	3,185	3,134	4,051	4,051
United Kingdom	6·0	5·2	8·6	8·9	9·5	10·0	8,324	7,338	1,248	1,081	1,611	1,526

between EFTA Member States substantially exceeded the increase in imports brought about by the tariff reduction.

Nevertheless United Kingdom exports to EFTA over the past ten years have not grown as fast as those of the continental EFTA countries, although it has to be remembered that these trends largely reflect the position before the change in the parity of sterling. While the continental EFTA countries increased exports to their EFTA partners from 1959 to 1969 at an average annual rate of 12.1 per cent, the United Kingdom increased its exports to the other EFTA members by only 8.7 per cent. A similar development was registered in intra-EFTA imports. On the other hand, both in terms of imports and exports, United Kingdom trade with the EEC has developed somewhat faster than that of the other EFTA Member States, and what is even more surprising, United Kingdom trade with the EEC, over this period has developed faster than her trade with her EFTA partners.

It is, of course, something of an over-simplification to talk of continental EFTA as if it were in all respects a single market. It consists of seven individual countries, each with somewhat different patterns of demand and different marketing conditions. But all these countries have one thing in common: they allow the duty free entry of United Kingdom industrial goods.

Commodity analysis

A glance at the continental EFTA countries' imports by major commodity groups (Table 4) helps to bring into focus the areas in which United Kingdom exporters may expect to improve their position. The group of products including mechanical and electrical machinery, vehicles, aircraft and ships (SITC 7) is the most important import category for continental EFTA, accounting for 29 per cent of the total. In 1968 the United Kingdom supplied 13 per cent of SITC 7 imports, other EFTA countries 19 per cent and the EEC 50 per cent. So although the strongest United Kingdom export industries are in this group, they captured only a slightly higher share of the market than United Kingdom suppliers hold for continental EFTA's total imports of all commodities. In Switzerland§, the second biggest market for SITC 7 commodities, the United Kingdom's share was only 8.7 per cent.

Examples of trade in specific commodities in this sector also help to show that there remain considerable opportunities for increasing United Kingdom exports. Thus of a total of £340 million worth of passenger cars imported by the continental EFTA countries in 1968, only £62 million came from the United Kingdom; of total imports of electrical equipment of £560 million, the United Kingdom supplied only £60 million.

The second most important import category for continental EFTA includes textiles and other fabrics, iron and steel, non-ferrous metals, etc. (SITC 6). In this group of commodities Sweden and Switzerland together account for almost half the imports of continental EFTA. In both of these countries United Kingdom exports in this category are less important than exports from the other EFTA countries as a whole and in Switzerland, for example, only about 11 per cent of imports came from the United Kingdom.

The description of the trading situation in each product group could be continued and in every case a somewhat similar picture would emerge. Table 4 provides a clear view of the situation and shows the substantial size of the markets of continental EFTA for each product category and the relatively minor share of the United Kingdom in these markets, given duty-free access to them. 1968 statistics are used in this table, since at present more recent data are not available in sufficient detail.

Summing up

There is a good deal of evidence that the United Kingdom's export performance in EFTA has improved since then. In 1969 the United Kingdom's total exports to continental EFTA were 22 per cent more by value than the year earlier, with particularly big increases to Austria and Switzerland (both 35 per cent,) and Finland and Portugal (both 27 per cent). This advance has continued in the first quarter of 1970. But the fact remains that there is still plenty of scope for British exporters. In many respects the continental EFTA countries can now be considered an extension of the home market. Their wealth and sustained growth will continue to provide major profitable export opportunities.

† Austria, Denmark, Finland (associate member), Iceland, Norway, Portugal, Sweden and Switzerland. The statistics which follow exclude Iceland, which joined EFTA in March, 1970.

‡ The effects of EFTA on the economies of Member States.

§ A major British Trade Drive will be held in Switzerland in 1971. See Board of Trade Journal of March 18, 1970, page 724.

Table 4. CONTINENTAL EFTA IMPORTS 1968 (IN £ MILLION C.I.F.)

To \ From	Chemicals (SITC 5)				Manufactured goods (SITC 6)				Machinery and transport equipment (SITC 7)				Miscellaneous manufactured articles (SITC 8)			
	World	EEC	Total EFTA	United Kingdom	World	EEC	Total EFTA	United Kingdom	World	EEC	Total EFTA	United Kingdom	World	EEC	Total EFTA	United Kingdom
Austria	108·4	69·7	20·5	5·1	230·7	136·0	62·5	18·5	310·4	229·8	62·3	26·7	104·2	68·5	25·0	7·9
Denmark	123·9	53·1	51·3	17·4	322·2	124·3	163·0	45·0	372·6	164·1	152·5	58·1	117·7	39·3	55·0	17·9
Finland	77·4	31·1	32·7	11·9	141·6	42·0	73·7	26·6	189·9	70·7	91·8	33·4	42·3	12·9	21·4	6·6
Norway	98·9	28·3	32·7	12·7	202·2	70·5	109·0	33·4	418·7	121·3	194·9	51·5	99·4	23·0	59·1	11·9
Portugal	46·5	24·5	15·8	8·7	98·8	36·7	30·2	16·4	147·0	74·8	44·7	28·8	19·0	8·9	6·0	3·9
Sweden	195·3	74·3	77·7	32·1	463·0	162·0	202·5	73·5	597·1	296·7	192·6	91·5	242·5	76·5	101·7	30·7
Switzerland	188·3	128·5	26·5	18·2	428·2	255·3	104·5	48·2	488·8	316·8	79·2	42·5	264·4	169·3	49·7	21·9
Continental EFTA	838·8	409·4	257·2	106·1	1,886·6	826·8	745·4	261·6	2,524·1	1,274·2	817·9	332·5	889·4	398·4	317·8	100·8

President concerned about trade misdescriptions affecting the motor trade

CONCERN AT THE HIGH NUMBER of prosecutions under the Trades Descriptions Act (1968) affecting the motor trade has been expressed by Mr. Roy Mason, President of the Board of Trade.

He has written to the Director General of the Motor Agents Association to point out that nearly half the convictions for misdescription of goods under the Act relate to motor vehicles, mainly second hand cars, and to petrol.

Mr. Mason emphasized he was not suggesting that the vast majority of MAA members was responsible since most had heeded the association's advice to avoid offences.

The fact that the motor trade occupied such a prominent part in the Trades Descriptions Act statistics was, however, a matter of concern.

The President has asked the MAA if it can advise on any way in which the situation can be improved. He has also drawn the matter to the attention of the Society of Motor Manufacturers and Traders.

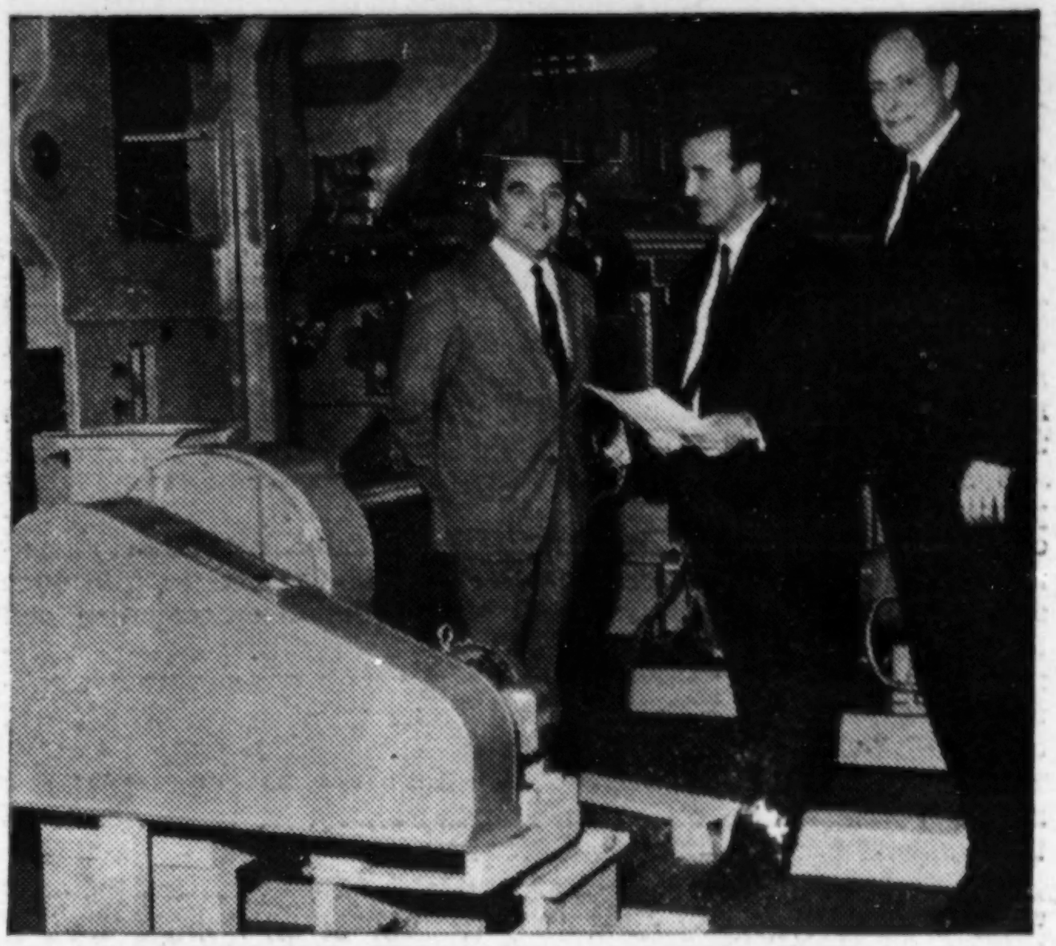
Notes:

The Trades Descriptions Act came into force on November 30, 1968. Investigations and prosecutions under the Act are carried out by the local weights and measures inspectors.

The total figures for convictions under the Act up until April 20, 1970, are:

Convictions	Total	Motor Vehicles and Accessories	Solid and Liquid Fuels†
Misdescription of goods	524	223	60
False price claims	377	8	13
False statements about services, etc.	57	—	—
Overall total	958	231	73

†Including petrol



Mr. Roy Mason, President of the Board of Trade (left), with a 520-inch dryer fabric loom which is claimed by its makers, Wilson and Longbottom Ltd., Barnsley, to be the heaviest and costliest ever built. It is destined for North America, and orders for further looms are in hand. With the President are Mr. Ian S. Porter (centre), managing director, Wilson and Longbottom Ltd.; and Mr. M. Barrett, Regional Export Director, Board of Trade, Leeds.

The role of GATT in international trade

—Lord Brown

THE MAINTENANCE of GATT – the General Agreement on Tariffs and Trade – was discussed by Lord Brown, Minister of State, Board of Trade, speaking to the Harvard Business School Association, in London, on April 17. Lord Brown said that the Board of Trade, and indeed the Government itself, must look at trade from the point of view of industry as a whole and not from the singular aspect of one company's affairs. 'Thus it comes about' he continued, that I often find myself writing to a company which has a problem with which the Board of Trade cannot help because though the company think that some action ought to be taken on its behalf such action in fact would not be in the general interests of industry as a whole nor of the country.... Often I write to companies and say we cannot do this or that to help you because of GATT and I want to talk about GATT this morning.'

Lord Brown went on to say that GATT, as well as providing a forum where multilateral trade negotiations took place, such as the recent Kennedy Round of reductions, contained a set of provisions which set out the ground rules. The broad intent of these rules was to prevent individual countries from welshing on the bargains which had been struck in the course of various rounds of tariff negotiations, or from nullifying them by introducing protection in other forms. The authority of GATT rested rather on the consensus of opinion among the contracting parties that it was in their mutual interest to abide by the spirit of the agreement rather than by appeal to the precise letter of the agreement.

'This brings me to my next point', said Lord Brown. 'I am sure you will accept that GATT has been extremely successful in meeting its basic objectives. The question is can it be expected to go on from one success to another. The remaining barriers to trade are inevitably those whose reduction or removal present the greatest difficulties. This is particularly so in respect of trade in agriculture.

'Over recent years attention has been focused more and more on so-called non-tariff barriers. This expression covers all manner of practices ranging from arbitrary methods of Customs valuation to the misuse of health and safety regulations to protect domestic production. Some of these barriers have a particularly hampering effect on trade in sophisticated technological products and it is important to try and get rid of some of these. Members of GATT have notified a total of some 800 specific practices maintained by fellow-members which act as non-tariff barriers – some of which have been notified against us – and GATT is now carrying out a preliminary study of possible ways of dealing with them.'

More industrial statistics to be available

—Mrs. Dunwoody

VISITING THE Board of Trade's Business Statistics Office, Eastcote, Middlesex, on April 27, where an ICL 1905E computer is now in operation, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said 'This computer will soon prove its worth by making available much more quickly and fully the industrial statistics that firms of all kinds need to make their production and marketing plans. Quarterly statistics will now be produced for a very wide range of product groups within individual industries. This scheme is already working for the printing and publishing, furniture and upholstery, bedding and shop and office fittings industries, but it will take two or three years before all industries are covered.

'The office aims to produce these commodity figures within three months of the end of each quarter, if firms supply their figures promptly.

'The new computer will also operate the Board of Trade's new computerised Export Intelligence Service, starting in June. This daily card service will provide subscribing firms with information on overseas markets and export opportunities on subjects selected by them, within 48 hours of the Board itself getting the information.'

Note:

The Business Statistics Office (BSO) came into being on January 1, 1969. It is being developed out of what was previously the Board of Trade's Census Office and it will eventually take over from other Government Departments the responsibility for collecting, processing and publishing a very wide range of statistics related to industry and commerce. The Business Statistics Office will move in stages from Eastcote to Newport (Mon) over the next two or three years.

Mr Crosland addresses first meeting of Noise Advisory Council

'INCREASING noise is an abomination and a growing part of the total problem of pollution,' said Mr. Anthony Crosland, Secretary of State for Local Government and Regional Planning, at the first meeting of the Noise Advisory Council on April 12. 'The Government feel most strongly about it and have already taken vigorous action.'

Speaking on aircraft noise, Mr. Crosland said the most important problem was reduction of noise at source, that is, making the aircraft themselves quieter. He continued: 'Only last night Parliament debated a Government draft Order in Council to introduce an aircraft noise certification scheme which has been recommended to the International Civil Aviation Organization for adoption internationally. This scheme, on which Britain took the initiative, establishes noise standards for new sub-sonic jet airliners which will ensure that they are only half as noisy as current types.

'We also operate a variety of noise abatement controls at our airports, designed to confine the disturbance that is inevitable to the smallest possible number of people.

'Looking ahead to the future, siting of new airports must take environmental problems fully into account, and the Roskill Committee is making pioneering studies of the problem of noise and other amenity considerations.'

Mintech minister speaks on expansion of computer services

DR. ERNEST DAVIES, Joint Parliamentary Secretary, Ministry of Technology, addressing the COSBA (Computer Services and Bureaux Association) Seminar at Grosvenor House on April 16, said that the number of computer installations had grown from about 1,500 in 1965 to approximately 4,500 at the beginning of this year. A variety of associated computer services had grown in juxtaposition with them to such an extent as to form an industry in its own right.

Dr. Davies continued:

'The computer services industry is growing apace, certainly it is growing at a greater pace than is the manufacture of computers, and has already achieved a turnover which is similar to that of the hardware suppliers. The trends for the future indicate that within a few years, expenditure on software is likely to rise to double that spent on hardware. Already I see from your own figures that your industry is doing work worth £30 million per annum using equipment worth £32 million. Using the term "software" in its broadest sense it is expected that expenditure on software will rise to a significant proportion of the country's GNP by the 1980's . . . The opportunities for further expansion are almost unlimited. The Ministry is anxious to give help in this direction in whatever way it can, although I feel confident that the progress you yourselves have made in the short period since your formation in January 1968 augurs well for the future.'

Promotion of international business for London

A STEERING COMMITTEE under the chairmanship of Mr. E. C. Garner, chairman of the London Tourist Board, representing the varied interests concerned in promoting international conference business for London, is to be formed following a special meeting on April 15.

The new committee will work to co-ordinate the efforts of the organizations responsible for encouraging and catering for both United Kingdom and international conference traffic.

The Steering Committee will include representatives of the British Tourist Authority, the English Tourist Board, the Greater London Council, the London Tourist Board, the Hotel Sales Managers Association and the commercial interests involved in London's convention trade.

The decision to establish the Steering Committee was taken at a meeting attended by Sir Alexander Glen (chairman, British Tourist Authority), Mr. E. C. Garner (chairman, London Tourist Board), Mr. F. L. Passmore (representing Sir Mark Henig, chairman, English Tourist Board), Mr. L. J. Lickorish (chief executive, British Tourist Authority), Mr. F. P. Cook (chief executive, English Tourist Board), Mr. John Hereford (president, Hotel Sales Managers Association), Mr. Niall Baird (Trust Houses Group), Mr. G. Ronus (representing Mr. H. E. Marking, chairman, BTA's Development Committee), Mr. Vernon Elwes (chairman, London Convention Bureau) and Mr. Frank Kelly (director of marketing, BTA).

A statement issued after the meeting said that the Greater London Council and the English Tourist Board had already agreed to provide an increased level of financial support for the London Tourist Board and its Convention Bureau. This would make possible a considerable improvement in the reception and information services for international conference organizers coming to London. In addition, however, it was felt that a more forceful international promotion campaign to sell London in competition with major cities throughout the world as an international conference centre was needed.

Weights and Measures Regulations 1963—new series of metric weights

TO ASSIST metrication in the retail trade, the Board of Trade have decided to amend the regulations to permit a new series of metric weights, having tolerances comparable with those permitted on existing imperial weights, to be used for trade. The series will consist of weights of hexagonal shape of 100g, 200g, 500g, 1 kg and 2 kg.

Manufacturers have been informed of the general specification for these weights and will be making plans for their production so that they will be available for sale soon after the regulations have been made.

Any person wishing to obtain a copy of the specification should write to the Controller, Standard Weights and Measures Department, Board of Trade, Chapter Street, London, S.W.1.

New publications on decimalization

A REFERENCE BOOKLET on the conversion of payroll to decimals, has been published by the Decimal Currency Board. The booklet, which has the title 'Payrolling' (HMSO 1s. [5p] by post 1s. 4d.), covers all the wider aspects of payrolling including conversion of salaries, wage rates, piece work and bonus rates, and on this aspect strongly recommends reference to the Department of Employment and Productivity's publication 'Wages and Salaries: Conversion to Decimals' particularly in any case of doubt or dispute about interpretation. A summary of the DEP recommendations is included as an appendix to the Board's booklet which also stresses the need for timely consultation between employers and unions.

The latest issue of the Board's *Newsletter*, published on April 16, gives details of a new set of five posters which give the basic facts of the new system, the coins, shopping on D Day, the shoppers' table for checking prices, and what retailers should do to prepare. Derived from the Board's very popular display unit, the posters are on sale from the Board, price £2. The display units are still available on free loan from the Board for conferences and exhibitions.

The *Newsletter* announces that decimal bronze coins for training purposes will be available in lots of £60 from May 1, instead of June 16, as previously announced. They are already available in £100 lots. Order forms are available from branch banks.

The *Newsletter* also gives details of decimalization arrangements for National Insurance contributions. Contributions payable for D Day (February 15, 1971) will be in decimal and will be exact or near equivalents of the corresponding £sd contributions. They will be expressed to two decimal places of a pound. On and after D Day National Insurance stamps will be available only at £p (decimal) rates. From April 6, however, deductions may be at the £sd or at the equivalent £p rates, provided the total contribution is paid at the prescribed £sd rate until D Day and at £p rate thereafter.

Visits by British Overseas Commercial Representatives

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussion.

		Available	In present post since
BURMA (Rangoon)	W. B. J. DOBBS First Secretary (Commercial)	June/July	April 1968
ECUADOR (Quito)	H. LEWTY First Secretary (Commercial) and Head of Chancery	July/August	May 1969
FRANCE (Paris)	R. O. BARNES Second Secretary (Commercial)	June/July	April 1968
HONG KONG	K. W. H. NASH Assistant Trade Commissioner	June/July	June 1968
INDONESIA (Djakarta)	D. G. PARKER Third Secretary (Commercial)	July/August	January 1968
IRAQ (Baghdad)	A. ARNOLD Third Secretary (Commercial)	June/July	May 1968
NIGERIA (Lagos)	H. McBRINN Second Secretary (Commercial)	July	June 1969
PAKISTAN (Karachi)	A. C. DUGDALE First Secretary (Commercial)	July	September 1968
VENEZUELA (Caracas)	J. F. GAHAN† Second Secretary (Commercial)	June/July	February 1968

(†This officer is principally concerned with United Kingdom trade in the Netherlands – Antilles.)

British firms and organizations, including those in the areas covered by the Board of Trade offices for the Eastern Region and London (E, EC, N and WC), and the South Eastern Region and London (NW, W, SE and SW), which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Export Director stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered and the appropriate office for Northern Ireland were listed on page viii of the *Board of Trade Journal* of April 22, 1970). Those firms and organizations other than in the London-based Regions mentioned above, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Room 469, 1 Victoria Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Division of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given in the pink paper supplement of April 22 issue.

BSI's Technical Digest for exporters in construction industry

THE TECHNICAL Help to Exporters scheme, run from the Hemel Hempstead Centre of the British Standards Institution, has produced its first Technical Digest of information for British exporters in the construction industry. The first issue deals with exports to Eire and covers the regulations and specifications governing loading, structual design, fire, etc., and building components and materials.

The application form for the series of Digests to be produced is coupled with a questionnaire which will enable THE to assess the priorities of information and overseas markets required by the industry. Although work has already begun on Digests on the Netherlands, the Federal Republic of Germany – an index of specifications and codes of practice for this country is currently in draft form – and Sweden, some indications of export problems encountered in other countries is needed.

The nominal charge of £10 will cover a year's supply of Digests. As with the information Digests in the other fields, they will be compiled from the investigations of THE engineers in the countries concerned. Further information can be obtained from Mr. Gordon Gaddes, Technical Help to Exporters Service, BSI Maylands Avenue, Hemel Hempstead.

ABCC Merchanting Trends Inquiry

THE 24th Merchanting Trends Inquiry by the Association of British Chambers of Commerce was published on April 20. It is based on the replies of about 200 merchants whose estimated annual turnover is about £290 million. 194 exporters account for approximately £200 million a year (about 4 per cent of total United Kingdom exports), and 93 importers for about £90 million a year (which is about 1½ per cent of total United Kingdom imports each year).

The ABCC state that the results show a decline in confidence about the general business situation since the inquiry conducted four months ago, but there is continued optimism over export prospects, even though the ratio of 'more optimistic' to 'less optimistic' is lower than it was last December. Nearly two-thirds of the firms say that they expect prices to be a factor limiting their export sales over the next four months, but credit and finance problems do not appear to be of any greater significance than they were four months ago. (The replies were given before the Budget, so they do not take into account the slight easing of restrictions and the reduction in Bank Rate announced by the Chancellor.) There is no general expectation that delivery dates will lengthen appreciably, but quota and import licence restrictions and political and economic conditions abroad are seen as slightly more important factors than they were in the last survey.

In general, import merchants predict some increase in orders placed abroad and a further rise in average prices of new orders. Little change, however, is forecast in the rate of import arrivals or in the level of outstanding orders.

Further liberalization of imports from Eastern Europe

AT THE TIME of our going to press, Mr. Roy Mason, President of the Board of Trade, was expected to announce in Parliament on April 28 the removal of quantitative restrictions on a further range of goods imported from Eastern Europe. Details of these relaxations, due to come into force on May 1, will be given in next week's *Board of Trade Journal*.

Importers can meanwhile apply to the Import Licensing Branch of the Board of Trade, Broadway Buildings, 54 Broadway, London, S.W.1 (Tel. 01-222 7877) for an NTI list of the goods affected.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 13.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.17	Sodium peroxide	As in previous column	December 31, 1970	13445
29.04	2, 2-Di (bromomethyl) propanediol	2 2 dibromomethyl-1, 3 propandicol	December 31, 1970	13427
29.08	Guaiacol having a melting point of not less than 27° centigrade	Guaiacol crystals	December 31, 1970	13425
29.23	6 - Amino - 4 - hydroxy-napthalene - 2 - sulphonic acid	6 - Amino - 4-hydroxy napthalene 2-sulphonic acid	December 31, 1970	13428
29.35	(±)2 3, 5, 6-Tetrahydro-6 - phenylimidazo [2, 1-*b*] thiazole	2, 3, 5, 6-Tetrahydro-6 - phenylimidazo (2, 1-B) thiazole	December 31, 1970	13417

Correction
The proposed definition for tariff purposes of Titanium (*Board of Trade Journal*, April 15, page 1010) should read Titanium sponge (81.04)

Revocation of anti-dumping duties on Australian files and rasps

THE BOARD OF TRADE have made an Order revoking as from April 25, 1970, the anti-dumping duties on Australian files and rasps.

These duties, together with anti-dumping duties on Portuguese files and rasps, were imposed by the Anti-Dumping Duty (No. 2) Order made on December 30, 1968. The anti-dumping duties on Portuguese files and rasps were revoked as from March 1, 1970 (by the Anti-Dumping Duty (No. 2) Order, 1968 (Amendment) Order, 1970) because the Board of Trade were satisfied that dumping had been eliminated.

The anti-dumping duties on Australian files and rasps have been revoked because, after reviewing the situation, the Board have concluded that in present circumstances a resumption of imports of files and rasps into the United Kingdom from Australia would not be likely to cause or threaten material injury to the British industry.

Copies of this Order – the Anti-Dumping Duty (No. 2) Order, 1968 (Revocation) Order, 1970 (SI 1970 No. 593) – are available from HMSO, 49 High Holborn, London, W.C.1 (price 4d.) or by post from HMSO, PO Box 569, London, S.E.1 (price 8d.).

Round shilling accounting on import entries

HM CUSTOMS and Excise announce that to ease the change to decimal currency they will accept round shilling accounting on import entries presented from now until February 14, 1971.

The use of this relaxation is entirely optional, importers or agents who wish to take advantage of it should:

1. continue to make the intermediate calculations necessary to arrive at the duty on each item as at present:
2. round either the duty for individual items or the total duty to the nearest shilling (6d. being rounded to the nearest *even* shilling e.g. 1s. 6d. and 2s. 6d. would both be rounded to 2s. 0d.): and
3. write the letters 'R.S.' against the total duty figure.

Where anti-dumping duty, sugar surcharge or agricultural levy is payable, each charge should be rounded separately, and 'R.S.' noted against the individual items.

Round shilling accounting will also be acceptable on Forms PT9 (for purchase tax) presented with import entries and marked 'R.S.' as above.

Traders who opt for round shilling accounting will be expected to employ it consistently on all the entries which they present, and HM Customs and Excise reserve the right to withdraw the facility from any person who appears to abuse it.

Note:

The above refers solely to import documents.

In April 1969, HM Customs and Excise decided to allow round shilling accounting for purchase tax on invoices for home market sales, on somewhat similar conditions, by those traders registered for purchase tax who request the facility.

Report on the Companies (Floating Charges) (Scotland) Act 1961

IN JANUARY, 1967, the Board of Trade asked the Scottish Law Commission to consider the Companies (Floating Charges) (Scotland) Act, 1961, and advise on the amendments which might be made to meet criticisms of some of its provisions.

The Commission's report was presented to Parliament by the President of the Board of Trade on April 22. The report recommends that it should be possible for a company, to create a floating charge to secure the debt of a third party, that it should be made clear that instruments creating or altering a floating charge may contain provisions prohibiting or restricting the creation of any fixed security or any other floating charge having priority over or ranking equally with the floating charge, or provisions regulating the order in which the charge shall rank with other charges; that where the amount secured by a fixed charge is increased by a back letter or agreement, the registration of that back letter or agreement, should give effective security for the additional sum; and that the system of registration of charges in England and Scotland should, so far as practicable, be assimilated. The report also recommends that receivers should be introduced into Scotland, and it suggests provisions to govern the appointment, rights, duties, remuneration and discharge of receivers. The Commission incorporated their recommedations in a draft Bill which is appended to the report as a convenient aid to presentation of the recommendations.

Copies of the report (Command 4336) may be obtained from HMSO and Government bookshops, price 5s. 6d., or by post 6s. 2d.

Corton Beach (Holdings) Ltd.: appointment of inspectors

FOLLOWING INQUIRIES started by the Board of Trade under Section 109 of the Companies Act 1967 on March 5, the Board appointed on April 20 Mr. Cyril Salmon QC, of 1 Hare Court, Temple, E.C.4, and Mr. Richard Hugh Morcom, chartered accountant, of Messrs. Pannell Fitzpatrick & Co. of Lee House, London Wall, E.C.2. as inspectors under Section 165(b) of the Companies Act 1948 to investigate the company's affairs.

New Books

Export: a Manual of Instruction, by Anthony W. Mason. (161 pages. Business Books. £2 2s.) provides a concise and comprehensive course of instruction on every aspect of the subject based on the author's 30 years of experience in this field. The author is a director of Lewis and Peat (Overseas) Ltd. as well as of other companies within the group. The book has been written primarily for potential exporters who have a limited amount of time available and who wish to familiarize themselves quickly and effectively with ways of exporting. *Export* contains an analysis of the following subjects: growth of British exports, the balance of payments, law of contract, bank guarantees, marine insurance, compensation, transactions, trade with the Commonwealth, Common Market, EFTA, currency switch business and overseas trade fairs and exhibitions. A test paper is included for the benefit of students and for those who wish to judge their assimilation of the subject.

The Furnishing Fabric Industry in Europe. (International Trade Information (Europe) Ltd., 185 Piccadilly, London W1. £1,500 per set of 12 volumes; £180 per volume; £300 for two volumes; £375 for three volumes). These reports of recent surveys by the I.T.I. (Europe) Ltd. present a comprehensive picture of the present situation and future trends in the furnishing fabric industry in the countries of the EEC and EFTA. The surveys which cover 12 countries are based on detailed and intensive interviews with important manufacturers and distributors, exporters and importers throughout Europe and provide a good indication of the competition in the industry. Each report which is devoted to a particular country gives detailed information on production, foreign trade, home market activities, leading manufacturers, distribution and marketing, fibre usage, prices and mark-ups, import duties and taxes. The state of each country's housing and building programme is also considered and details of the types of new dwellings and probable future development which will affect furnishing fabric sales are considered. These reports will be useful to British manufacturers of furnishing fabrics or allied products who seek to export their products to Europe.

East-West Trade and the Technology Gap, edited by Stanislaw Wasowski. (230 pages. Distributed by the Pall Mall Press for Praeger Publishers. £5 5s.) The papers given at a conference on East-West trade and technology transfer held in October 1968 under the sponsorship of the Institute for Defense Analyses are published in this volume, which has been edited by the Conference chairman. The papers are organized in three main sections. The first four papers deal with the political background of East-West economic relations. Of the four papers in part two, three examine the extent to which Eastern Europe's technology lags behind that of the West, focusing respectively on the specific case of computer technology, on research and development expenditures, and on technological transfer. The remaining paper estimates the economic consequences of this lag, as applied to the overall growth rate of the Eastern European economy. Part three contains five papers examining the role of East-West trade. The relationships between foreign trade, economic reform and technology; the different attitudes towards trading with East European countries held by West European and United States businessmen; and the reasons why the present problem of East-West trade cannot continue for long without structural changes are amongst the topics discussed. The contributors are drawn from academic and commercial institutions in the United States, Canada and several West European countries. The volume is published in the series of *Praeger Special Studies in International Economics and Development.*

The Euro-Dollar System. Practice and Theory of International Interest Rates, by Paul Einzig. 4th edition. (208 pages. Macmillan. £4) The present revised and enlarged edition brings the book up to date and contains a new chapter describing the spectacular increase in the volume of American borrowing of Euro-dollars and the effect of the resulting increase in interest rates. The author describes in detail the organization and practices of the Euro-dollar market and indicates how the new device provides new facilities for investors of short-term funds, for borrowers throughout the world, for arbitrage operations and for speculation. He examines the ways in which the operation of the market benefits banks in the United States and elsewhere, and tries to assess the extent of the risk involved in the growing volume of commitments arising from it. Although the book is primarily concerned with Euro-dollars, it deals also with Euro-sterling and other foreign currency deposits.

Employers who are concerned with training their staffs for the decimalization and metrication changes which are taking place will be interested in **Decimal Currency and International Time in the Office,** by Patricia Shutt. (27 pages. Pitman. £1 for 12 copies. ISBN Ø 273 31419 X). Described as a 'miniature programmed instruction course', it covers the whole subject of the representation of the new decimal currency and of 24-hour clock times in office documents. It is designed to assist learning and trained typists to adapt easily and quickly to the new systems.

Eurodatex. (87 pages. European Data Index Ltd., 319 Oxford Street, London W1R 2LB. £1 3s. 6d. (£1.17½)). Designed for the business man making frequent visits to Europe, this 'European data book for marketing executives' contains summarized information on 14 Western European countries – all the countries of the EEC (except Luxembourg) and EFTA, and Spain. The information on each country is arranged uniformly over six pages, and includes travel information, general economic data, and information on advertising facilities and expenditure in the country concerned. A conversion calculator for currencies and weights and measures is included in a pocket.

Director's Guide to Management Techniques, edited by Dennis Lock and Gerard Tavernier. (422 pages. Directors Bookshelf. £6. ISBN O 7161 0030 4). Directors Bookshelf is a new imprint jointly sponsored by the Institute of Directors and Gower Press Ltd., and it is publishing a list of specially commissioned books which are designed for the senior manager with boardroom – or near boardroom – responsibilities and interests. The present volume combines two elements which are not usually found between the same covers. The first part comprises 21 articles (averaging 11 pages in length) in which essential management techniques of recent development are explained and illustrated. The subjects covered include such topical ones as long-range corporate planning, job evaluation, management by objectives, panoramic office planning, incentive payments systems, and the total cost approach to distribution. The authors are largely drawn from the ranks of management consultants. The rest of the book comprises a short glossary of management terms and a 100-page directory section covering both firms of management consultants and advisory organizations. This directory contains a great amount of detailed information, but it might have been better if it had been published separately and brought up to date at regular intervals. **Management and Organizational Behaviour,** by B. J. Hodge and H. J. Johnson (531 pages. Wiley. £4 8s. (£4.40) ISBN 0 471 40205 2) is a textbook from Florida State University in which the authors attempt to build a general theory of management that will fit all organizations. Consequently the examples offered are from such areas as the business sector, civic organizations, hospitals, government and service institutions. It is hoped that this multi-dimensional approach will provde a general framework for the application of specific approaches and techniques, as a situation warrants.

Competition, Monopoly and Restrictive Practices: a Select Bibliography. Board of Trade (130 pages. Available from HMSO at £1 18s.; by post £2 2s. 6d.) In spite of the great importance of competition, monopoly and restrictive practices, and the existence of a large body of literature dealing with them, these subjects have for many years lacked a bibliographical guide. In this volume some 1,200 important empirical, theoretical and methodological studies and sources of relevant data are fully described. The items were selected by the Economic Research Unit of the Board of Trade in collaboration with the Board of Trade Library (at the time of compilation the Board of Trade was the government department responsible for formulating and administering competition and monopoly policy). With few exceptions, only English language monographs and journal articles, published between 1950 and the end of 1967, are included. Entries are arranged under the following main headings: general and theoretical aspects of competition and monopoly; industrial structure; restrictive practices; forms of competition; international competition; performance; statistical sources. Most of these headings are further subdivided. Full bibliographical details are provided for each item, and most entries have annotations which are often evaluative as well as descriptive. There are three appendices, listing, respectively, journals cited in the bibliography, Monopolies Commission reports 1950-1967, and restrictive trading agreements considered by the Restrictive Practices Court 1957-1967. Comprehensive name and subject indexes complete the volume. For research workers in this field the bibliography provides a convenient guide to work already done, and often points to topics in need of further investigation. For commercial and industrial organizations in Britain and overseas it should be a useful addition to their libraries.

Other Publications

BRITAIN AND THE UNITED NATIONS. *Central Office of Information Reference Pamphlet 92.* 115 pages. Available from HMSO at 12s. 6d.; by post 13s.

EFTA TRADE 1968. 183 pages. Published February 1970 by the Secretariat of the European Free Trade Association, 9-11 rue de Varembé, 1211, Geneva 20, Switzerland.

FIFTY YEARS: BUSINESS EQUIPMENT TRADE ASSOCIATION YEAR BOOK 1970. 55 pages. Business Equipment Trade Association, 109 Kingsway, London WC2. 10s.

GAMES AND TOYS. Published monthly by Games and Toys, 30-31 Knightrider Street, St. Paul's Churchyard, London EC4. Annual subscription £2; 3s. 6d. per copy.

THE ROLE OF AGRICULTURE IN ECONOMIC DEVELOPMENT (a Conference of the Universities – National Bureau Committee for Economic Research) edited by Erik Thorbecke. 480 pages. Published by the National Bureau of Economic Research. Distributed by Columbia University Press. £5 13s.

Aviation and Shipping

Two new Board of Trade flight safety posters

THE IMPORTANCE of weather conditions and the need for vigilance during flights are the subjects of two new flight safety posters produced by the Board of Trade.

The posters are the third and fourth to be issued in the series 'Fly with Prudence'. They all depict 'Prudence', an aircraft designed and drawn by Christopher Wren, the noted cartoonist. The first two posters dealt with low-flying aerobatics and the need for pilots to fly in conditions within their capabilities and experience.

The new poster dealing with weather conditions shows 'Prudence' flying against a background of MET weather symbols and holding a MET forecast in her hand. The caption reads (Fly with Prudence – weather is fickle – watch it.'

The Meteorological Office provides weather reports on request to flying clubs as they do to professional pilots. The professionals, with their long experience of the changeability of weather, are conditioned to using their own judgment about the facts as presented by the Meteorogical Office. Some private pilots, unfortunately, are given to accepting the Meteorogical Office facts at their face value, overlooking that the weather in this country may well change between the time they read the report and the time that they are airborne.

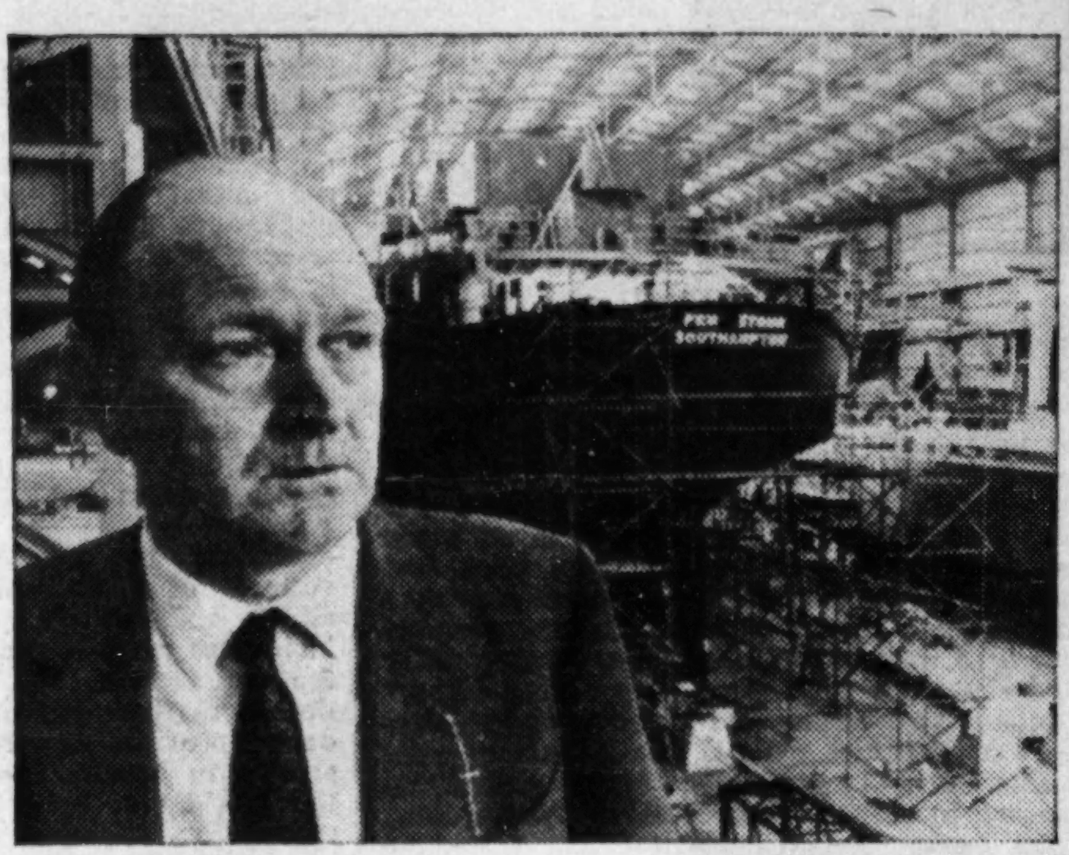
The poster emphasising the need for vigilance shows 'Prudence' about to enter cloud with her eyes glued to the instrument array apparently unaware that another aircraft is entering the same cloud on a converging course. The captain reads 'Fly with Prudence – look out – as well as listen'.

More and more private aircraft are being fitted with radio equipment. This sometimes leads pilots to rely on their instruments rather than on their own eyes so that the familiar signal from Air Traffic Control that there is 'no known traffic' ahead is too often taken literally. Pilots tend then to concentrate on their instruments and fail to keep their eyes open for gliders or balloons which may be in their path.

The posters are being distributed by the General Aviation Safety Committee (Nettlebed House, Nettlebed, Henley-on-Thames, Oxon) free of charge to light aircraft clubs and groups.

The control of air traffic over Britain

In the supplement published in the *Board of Trade Journal* of April 15 issue under the above title, the caption beneath the photograph of the Marconi 'Distance from Threshold Indicator' on page 2 should read: . . . 'The elongated blip shows an aircraft 2.5 miles from touchdown . . . ' and not 25 miles as stated therein.



Mr. James Venus, managing director of Appledore Shipbuilders Ltd., is pictured in the company's new totally enclosed shipyard which was officially opened on April 17 by Sir William Swallow, chairman of the Shipbuilding Industry Board. In the background is the yard's first completed vessel – a 3,000-ton dredger for the Amey Group, called the 'Pen Stour'. She had been constructed literally as the yard buildings went up around her.

New Dover port terminal to be opened by Minister of Transport

THE £1.5 MILLION Eastern Docks development of the Dover Harbour Board is to be opened officially by Mr. Fred Mulley, Minister of Transport, on May 1.

Announcing this Mr. Kenneth Davis, general manager of the Dover Harbour Board, said that the new facility would greatly improve arrangements for passengers and motorists leaving or disembarking by the regular year-round ferry services from Dover.

He emphasised that Dover, which had become the major link for surface travel between the United Kingdom and Europe, was now served by regular direct sailings to Boulogne, Calais, Dunkirk, Ostend and Zeebrugge, and also offered the best roll-on roll-off freight facilities to be found in the western world. Road and rail connections for passengers travelling to and from the United Kingdom through Dover had also been greatly improved in recent years.

The visit of Mr. Harold Lever, Paymaster General, to Glasgow to talk about recent developments in the shipbuilding industry on the Upper Clyde is referred to on page 1154.

Board of Trade orders inquiry into marine fire

THE BOARD OF TRADE have ordered a preliminary inquiry into the circumstances of the fire which occurred on April 14 at Cadishead on the Manchester Ship Canal when two small ferry boats were engulfed by flames and one person was killed. Three persons are missing and five were admitted to hospital with burns. The Board have appointed Mr. G. G. Southworth, a senior engineer surveyor of their Liverpool District Marine Survey Office, to carry out the preliminary inquiry.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

Parliamentary Answers on aviation and shipping

THURSDAY, APRIL 16

Aircraft exhaust and pollution hazard

Lord Beswick was asked to what extent it was estimated that aircraft exhaust caused or increased air pollution particularly in the vicinity of airports; and in view of the further increase in aircraft in this country what consideration was being given to this hazard to amenity and health. He answered that periodic measurements of air pollution carried out over the past few years, both in this country and the United States of America, had indicated that, even in the vicinity of major airports, aircraft exhausts are responsible for less than 1 per cent of total atmospheric pollution and were not a hazard to health. A further series of tests had recently commenced at Heathrow, and a close watch was being kept on the situation.

MONDAY, APRIL 20

Passengers at Newcastle Airport

Mr. Goronwy Roberts, Minister of State, Board of Trade was asked what were the quarterly totals of air passengers between Newcastle Airport and London; and between Teesside Airport and London over the past five years. He gave the following information:

Air Passengers Travelling between London and Newcastle and London and Teesside

(Thousands)

Quarter	London-Newcastle	London-Teesside
1965 1st quarter	26·3	5·7
2nd quarter	39·3	10·0
3rd quarter	42·3	10·7
4th quarter	21·0	7·5
1966 1st quarter	20·2	8·2
2nd quarter	38·6	12·2
3rd quarter	43·3	12·8
4th quarter	29·8	6·9
1967 1st quarter	33·3	0·2
2nd quarter	46·5	0·2
3rd quarter	50·0	0·3
4th quarter	39·2	3·9
1968 1st quarter	35·6	6·8
2nd quarter	48·9	8·7
3rd quarter	53·0	10·4
4th quarter	38·8	7·1
1969 1st quarter	35·2	6·3
2nd quarter	53·2	10·4
3rd quarter	58·4	10·7
4th quarter p	47·7	7·0

(p) Provisional

Civil Aviation (Noise Certification)

Mr. Roberts spoke during the debate on the Air Navigation (Noise Certification) Order, 1970 (*Hansard*, cols. 181 to 207.)

Concorde

Mr. Carmichael was asked what estimate he had made of the price that would need to be charged for each Concorde aircraft on the basis that there was no levy in respect of research and development costs incurred by the Ministry of Technology. Mr. Carmichael answered that the selling price, which was now being reviewed, would be assessed on the basis of including an element to recover part of the research and development costs.

Answering a further question: when he expected to obtain firm orders for Concorde, Mr. Carmichael said this would depend on the outcome of the present performance tests. The manufacturers hoped to obtain the first firm orders later this year.

Financial assistance to Rolls-Royce

A Member asked what financial assistance would be given by the Ministry of Technology to Rolls-Royce over the next five years. Mr. Carmichael said: 'Some payments of launching aid for civil aero-engine projects remain to be made under existing agreements. Further launching aid will be considered for projects of sufficient promise.'

TUESDAY, APRIL 21

Concorde

Asked how many representations he had received against the proposed Concorde flights, Mr. Carmichael said that since the announcement of the Minister of Technology on February 17 the Ministry of Technology had received 136 letters about the west coast test route. Not all of these were representations against the route, but asked for information or assurances.

WEDNESDAY APRIL 22

The Wisley Beacon

Asked on what date he expected the Wisley Beacon to be completed and in operation, Mr. Roberts said that subject to early completion of the consultation with the local planning authority the beacon should be in operation towards the latter part of next year. Answering a further question on studies of alternative beacons to the proposed Wisley Beacon, with a view to variations in use over periods of time, Mr. Roberts said the site at Wisley was chosen after a prolonged search as best suited to serve the needs of the air traffic control system in the London terminal area. Even when otherwise feasible it was not considered desirable, in the interests of safety, efficiency or reduction of total noise disturbance to duplicate the network of navigational aids in order to permit short term changes in the pattern of air traffic.

Air routes over Surrey

Replying to a question on plans for varying the routes taken by aircraft taking off in a westerly direction from Heathrow over Surrey, Mr. Roberts said: 'Routes to the west have been chosen to cause the least disturbance to the smallest number of people and I have no plans at present to vary them.'

Another question was asked on the pattern of aircraft flights from Heathrow over Surrey in an easterly direction, with a view to providing more varied routes than those at present offered by the channelling system over the Midhurst and Dunsfold Beacons. Mr. Roberts said the present easterly route out of Heathrow towards Midhurst and Dunsfold was chosen with much care to reduce total disturbance to the minimum. All the evidence at present available suggested that the spreading of routes, even if otherwise operationally feasible, would increase total disturbance by subjecting larger numbers of people to noise.

Handley Page

Answering a Member who asked what licences had been issued for the export of aircraft and aircraft components owned by Messrs. Handley Page following the firm's take-over by the Craven Corporation; how many aircraft were transferred abroad; and in what form these exports were requited, Mrs. Dunwoody, Parliamentary Secretary, Board of Trade, said: 'It is not the practice to disclose information about the issue of export licences to individual firms. Information about the number of Handley Page aircraft transferred abroad is not available.'

THURSDAY, APRIL 23

Airmiss over Epsom

The following statement was made by Mr. Roberts following questions about the near miss incident involving a Trans World Airlines Boeing 707 and a British Overseas Airways Corporation VC 10 over Epsom on April 7:

'A report has been received of an incident at 11.00 hours GMT on April 7 in the vicinity of the Epsom beacon. The aircraft concerned were a Trans World Airlines Boeing 707 from New York, cleared to fly at 7,000 feet on preliminary approach to Heathrow, and a BOAC VC 10, outbound from Heathrow to Delhi, which had been cleared to climb to 6,000 feet. The TWA pilot manoeuvred his aircraft slightly to avoid the BOAC aircraft. No one was hurt.

'The incident is being investigated for consideration by the Air Miss Working Group.'

Smoke pollution by jet engines

Asked if he would lay regulations dealing with smoke pollution caused by jet engines similar to those incorporated in the Air Navigation (Noise Certification) Order, 1970, Mr. Roberts said that research in this country and abroad had indicated that, even near major airports, aircraft exhausts caused less than 1 per cent of total atmospheric pollution. If further research investigations should show the need for, and practicability of, establishing smoke standards for aircraft, he would not hesitate to seek the necessary powers.

Government Publications

required by customers in the West of England may be obtained quickly from

Her Maiesty's Stationery Office, 50 Fairfax Street, Bristol, BS1 3DE

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

TUESDAY, APRIL 14

Expo 70

Lord Chalfont, Minister of State, Foreign and Commonwealth Office, was asked to give the approximate cost to the public of British participation in Expo 70 in Osaka. He said that the total cost would be about 2¼ million.

MONDAY, APRIL 20

Future of the sixpence

Mr. Roy Jenkins, Chancellor of the Exchequer, stated that the sixpence would remain legal tender for a period of at least two years following Decimalization Day. Throughout this period adequate supplies of sixpences would be maintained by the Royal Mint, so that those who wished to use them could draw them from the bank in the usual way.

Before the end of the period, in the light of experience, the Government would announce a decision as to whether it should cease to be legal tender at the end of the two years or continue as legal tender for 2½ new pence for a further period. (*Hansard*, col. 31).

British Agricultural Export Council

Mrs. Dunwoody, when asked why the Board of Trade had refused to give a further grant to the British Agricultural Export Council, said: 'In general support of the British Agricultural Export Council £20,000 was paid in 1968/69 and £15,000 in 1969/70; it is intended that £10,000 as the final payment in this series of grants shall be made available in 1970/71.'

A further question was put: whether, in considering a further grant-in-aid, the President had consultations with the British Agricultural Exports Committee before its decision to close down Agricultural Projects Limited; and what reasons were given for this step. 'The British Agricultural Export Council did not consult us before its decision to close down Agricultural Projects Limited,' said Mrs. Dunwoody.

Industrial development in Wales

A Member who asked what steps were being taken to improve the employment prospects, particularly for males, in the borough of Rhondda, in view of the recently announced redundancies at Electrical & Musical Industries, Treorchy, was told by Mr. Neil Carmichael, Joint Parliamentary Secretary, Ministry of Technonolgy, that the Department would continue to bring to the notice of industrialists with suitable projects the resources available in the Rhondda, which enjoys the full range of financial inducements available in Special Development Areas.

'We are now acquiring a site at Treherbert for a 25,000 sq. ft. advance factory,' added Mr. Carmichael.

Paymaster General's visit to Glasgow

Asked to make a statement on his official visit to Glasgow on April 13, Mr. Harold Lever, Paymaster General, said: 'I went to Glasgow to meet representatives of the men employed in UCS Limited, and to give them the Government's views on recent developments in the shipbuilding industry on the Upper Clyde. I also discussed the position with representatives of the Scottish Trades Union Congress. I said that the Government were determined that employment in shipbuiding on the Upper Clyde should be maintained at the highest possible level.

The UCS management had made two decisions. First, they had reaffirmed their decision announced last summer that their labour force would have to be reduced, though to an extent which went somewhat beyond what was then announced. The second decision was to seek to sell their controlling interest in the Yarrow Naval yard to another shipbuilding company.

'The first decision was a consequence of their intention to base their merchant ship production on the building of bulk carriers and standard cargo ships. This decision is a sound one in the light of the prospective world demand for these types of ship. I deeply regret that this production programme would not provide jobs for all those at present employed in merchant ship building on the Upper Clyde, but there seems no practica' alternative. The Government is considering in consultation with the other Ministers concerned what steps might be taken to help deal with any unemployment which might arise.

'The decision to separate the Yarrow Naval yard from the Upper Clyde group and merge it in another shipbuilding group would in the Government's view also improve the prospects for shipbuilding on the Upper Clyde, by enabling UCS to concentrate their resources on making a success of their merchant shipbuilding programme and helping the Yarrow yard to obtain financial support outside the group.

'Shipbuilding will continue to employ some 10,500 on the Upper Clyde. The UCS management have told me that they will put the whole of their resources behind a vigorous programme of development of merchant shipbuilding in their remaining yards. They have booked substantial orders recently and have others in prospect. They are confident that given the full co-operation of the men they can make a success of this merchant shipbuilding programme and thus offer the best prospects in the long term for stable and secure employment at the highest possible level on the Upper Clyde.'

TUESDAY, APRIL 21

Industrial development

Mr. Varley answered questions on industrial development in South Ayrshire.

Soviet depot in Doncaster

Mr. Eric Varley, Minister of State, Ministry of Technology, was asked whether he had agreed to the proposal for the establishment of plants in Great Britain by the Soviet economic authorities, for the assembly of Soviet machinery and equipment; how many such plants were planned; what would be the scope of their activities; and how many people he expected to be employed. Mr. Varley answered: 'I am aware of a proposal by a Russian organization to set up a service, repair and maintenance depot for earth-moving and similar equipment in the Doncaster area. Details of the expected employment are confidential. I am not aware of any proposals for further depots.'

WEDNESDAY, APRIL 22

Committee on Invisible Exports

Mr. Roy Mason, President of the Board of Trade, was asked what further action he proposed to take in the light of the report of the Committee on Invisible Exports relating to international companies. He replied: 'The Committee has not yet completed consideration of its report on this subject.'

Inspectors of Companies

The President was asked how many persons were employed or retained by the Board of Trade who could act as Inspectors of Companies; what their salaries or retainer fees were during the last convenient period; and what their qualifications were. Mr. Mason answered that in the main the Board of Trade appointed practising barristers and accountants as inspectors under Sections 164 and 165 of the Companies Act, 1948, to investigate the affairs of companies. Officers of the Board were appointed in appropriate cases and also in cases in which the Board inspected the books and papers of companies under Section 109 of the Companies Act, 1967. Sixteen officers of the Board were engaged in such work and, if necessary, the services of others could be drawn upon. Their annual salaries varied from £2,500 to £4,400. Eleven of these officers were qualified accountants or secretaries and five were qualified lawyers.

THURSDAY, APRIL 23

Compulsory and voluntary liquidations

A Member asked what was the number of compulsory liquidations and voluntary liquidations of private and public companies in addition to the number of known instances of closures, takeovers, takovers of businesses, mergers and amalgamations in which at least one partner had placed but a nominal value on its assets in the first quarter of 1970; and how this figure compared with each quarter and the total for 1969. Mr. Roberts answered that the numbers of compulsory and voluntary liquidations of private and public companies in England and Wales in 1969 and the first quarter of 1970 are:

Year	Compulsory Liquidations			Voluntary Liquidations		
	Private Companies	Public Companies	Total	Private Companies	Public Companies	Total
1969 1st quarter	316	2	318	1,802	24	1,826
2nd quarter	308	—	308	1,945	22	1,967
3rd quarter	170	1	171	1,690	27	1,717
4th quarter	384	—	384	1,619	29	1,648
Year	1,178	3	1,181	7,056	102	7,158
1970 1st quarter p	316	—	316	1,777	32	1,809

p Provisional

The information requested with regard to closures, takeovers, mergers and amalgamations was not available.

BSC's £2½ million plan for Workington

THE BRITISH Steel Corporation proposes to end steelmaking at Workington by 1973 but will invest up to £2½ million on the development of ironmaking and on rolling equipment to make the works one of Britain's main producers of rails. This was announced on April 20, by Lord Melchett, chairman of the Corporation, who visited Cumberland for talks with works personnel and representatives of local authorities.

The 4,000 strong Corporation labour force at Workington will be reduced by about 500 as a result of the changes. This reduction will occur during the latter half of 1973 but the BSC will still remain the major employer of manpower in Workington. The Corporation believes that by working closely with the appropriate Government departments and other bodies, by careful planning of any recruitment, and by helping with re-training for other jobs it can ensure that difficulties are reduced to an absolute minimum.

Lord Melchett said: 'We believe that by adopting these plans and investing between £2 million and £2½ million during the next three years, we can build on the strength and expertise developed at Workington over the years. This will achieve the required technical efficiency to meet our customers' needs and the low cost operation necessary to ensure stability of operations here for the future.'

Prevention of Fraud (Investments) Act 1958

THE 1970 EDITION of the annual publication† containing particulars of persons and firms authorized to carry on the business of dealing in securities as at January 31, 1970, has now been issued by the Board of Trade. It contains the names and addresses of holders of principals' licences, of members of stock exchanges, of associations of dealers in securities which are recognized by the Board, and of exempted dealers. Particulars of unit trust schemes authorized by the Board are also included. The changes which have taken place since January 31 in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act and of Unit Trusts under Section 17 of the Act will be published in the *Board of Trade Journal* on Wednesday, May 13, 1970.

†'Particulars of Dealers in Securities and of Unit Trusts 1970'. Published under the Prevention of Fraud (Investments) Act, 1958. Copies obtainable from HMSO. 49 High Holborn, London, W.C.1 and branches. (Price: 7s. 0d. (35p) net.).

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 - Telex EconPlan 55472 - message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. I. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

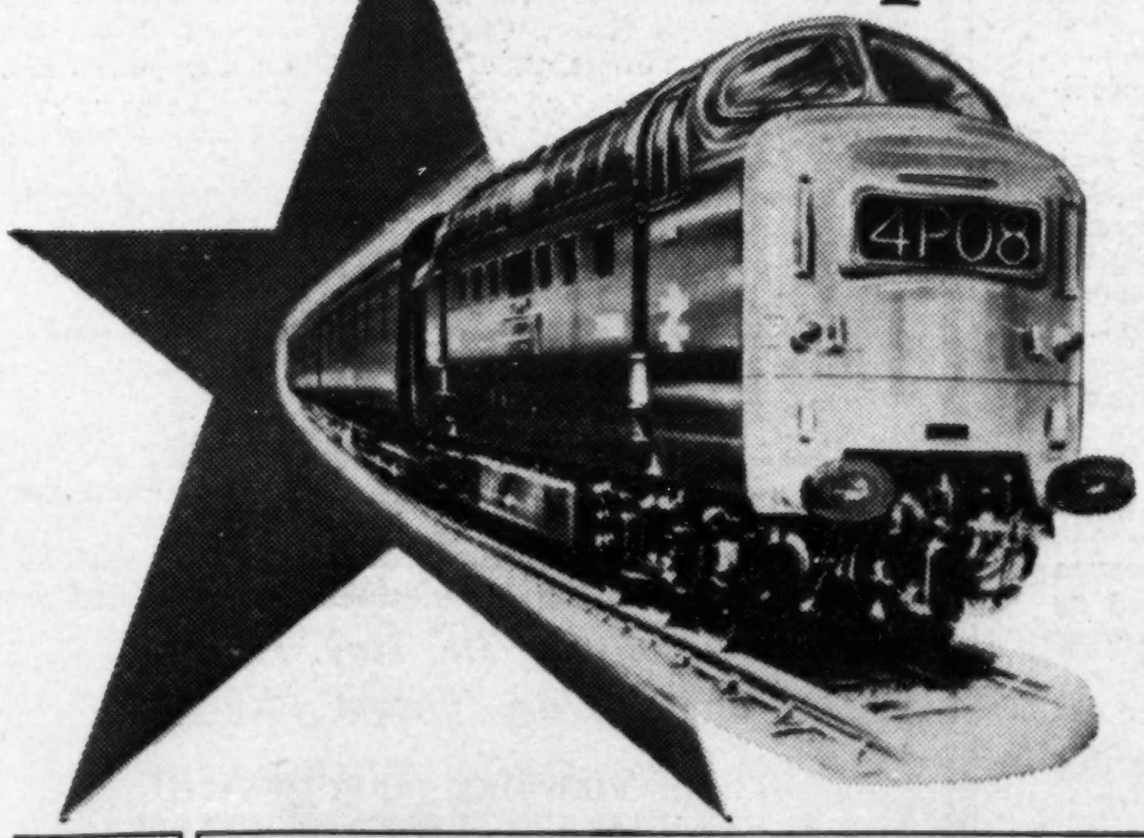
NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 · Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

The fastest parcels travel Rail Express



You can rely on Rail Express to get your parcels there fast. And safe. It's a well tested, nationwide link between supplier and customer -and you have a choice of 3 services.

★ **RED STAR** a service that's measured in hours, for extra urgent packages. Direct from station to station. You know the time your parcels leave - the time they arrive.

★ **COLLECTION AND DELIVERY** - a nationwide, door-to-door service; with fast overall transits.

★ **T.C.F.** (To Call For) - for parcels to be picked up by the consignee.

To send by Rail Express Parcels Service, just dial your nearest British Rail parcels office. Collection is prompt. Or, if appropriate, you can take your packages direct to the parcels office.

Rail Express Parcels Service

FIND OUT MORE ABOUT OUR SERVICES BTJ 1

If you want to know more about the Rail Express Parcels Service, or would like a copy of the new Rail Express Parcels Service brochure, just send off this coupon.

To: Rail Express Parcels Service, Room 724, Melbury House, Melbury Terrace, London NW1.

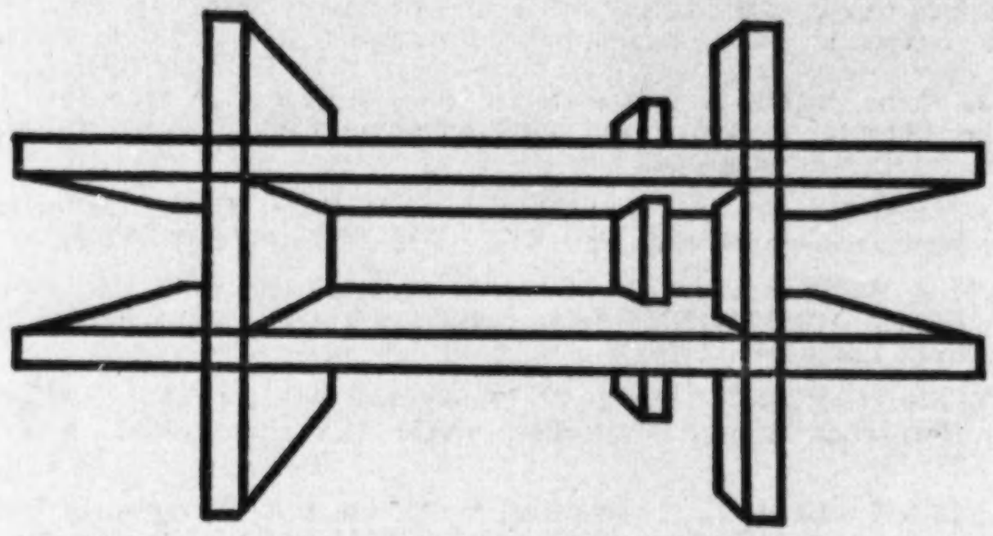
Name _____ *(Block letters please)*

Company _____

Address _____

Please send me your brochure about Rail Express Parcels Service

MINISTRY OF PUBLIC BUILDING AND WORKS



Invitation to tender for the design, supply and installation of selected building components for a major part of the Ministry's forward programme

The Ministry of Public Building and Works will shortly be inviting tenders from selected manufacturers or suppliers for the design and supply and/or the design, supply and fixing on site of building components in metric measure. The forward building programme to which the tenders are related has a potential annual value of about £20 million. The first tender invitations will be for:

Windows
Non load-bearing partitions
Internal door sets

The invitations to tender will contain detailed performance specifications including dimensional requirements.

A limited number of successful tenders will be selected for each component at prices to be agreed for a two year period with negotiations for an additional year. These components will be incorporated in a compendium of components from which designers of buildings for the Ministry will select components for incorporation in appropriate projects. The components will be required from mid 1971.

Manufacturers will be free to adopt new materials and techniques in their design offers. No restriction will be placed on the sale in the open market of components developed, by any tenderer, from the Ministry's performance specifications.

Prospective tenderers for the three components listed above should indicate their interest as soon as possible. A summary of the main performance levels, together with a questionnaire will be sent to enquirers. The completed questionnaire should be returned by 29th May, 1970.

Please write to:

The Director of Building Development, Ministry of Public Building and Works, Room No. 1420, Thames House (South) Millbank, London SW1

E R

BY ORDER OF THE MINISTRY OF PUBLIC BUILDING AND WORKS

MINISTRY CLEARING DEPOT, STATION ROAD, STEETON, NEAR KEIGHLEY.

Of interest to Government Surplus Dealers, Office Equipment Suppliers, Factory, Canteen and Office Owners, Golf Clubs, Public Service Organizations, Local Authorities and Others

WEDNESDAY NEXT, 6th MAY, at 11 a.m.

J. A. BREARLEY SON & BINNS are instructed by the above Ministry, to Catalogue and SELL BY AUCTION, on the site as above

An exceedingly large assemblage of Government Departments' Office Furnishings and Equipment, including over 400 desks; 900 office chairs; over 300 metal correspondence and card index filing cabinets; safes; 330 personnel lockers; 40 plan presses, etc.

ON VIEW TWO DAYS PRIOR TO SALE

Catalogues price 1s. available from J. A. BREARLEY SON & BINNS, Auctioneers and Valuers (Dept. M.W.), 15 Lister Lane, Halifax. Tel. 60686/7, or at Depot on View Days.

SHIRLAW, ALLAN & CO.,
Auctioneers, Hamilton, Lanarkshire.

ARDROSSAN DOCKYARD LTD.

Extensive Three Days' Sale of Shipbuilding and Ship Repairing Plant and Machinery, Welding Equipment, Dockside and Overhead Travelling Cranes, Mobile Crane, Wood-Working Machines, Stock of Steel and Timber, Power Cable, Consumable Stores, Large Quantity Ferrous and Non-Ferrous Scrap, Motor Lorries, Office Furniture and Equipment, Etc.

also

Collectors Items:–

1926 Baby Austin Car
and
Horse-drawn Landau Carriage

AT ARDROSSAN DOCKYARD,
ARDROSSAN, AYRSHIRE,

on Tuesday 5th, Wednesday 6th and Thursday 7th, May, 1970, at 10.30 a.m. prompt each day.

ON VIEW DAY PRIOR TO SALE.
CATALOGUES FROM AUCTIONEERS.

Hamilton, April, 1970. Tel. No. Hamilton 23063.

Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
May 5-7	Technical and miscellaneous stores	The Lido Hall, Worthy Lane, Winchester	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham Hants. (Tel. 03292 4211)

Engineering plant and equipment; Austin Gipsy engines; Greenbat trucks; steam boilers; electric meters; electrical components; electric platform trucks; compressors with electric motors; Coventry Cub engines; centrifugal circulating pumps with motors; Singer and Jones sewing machines; 5 and 10-cwt. stackers; water piping; rectifier units on trolleys; battery chargers; 1½ ton beam runners with chain blocks; potentiometers; micrometers; large quantity medical stores; MACHINE TOOLS: including SS & SC centre lathes; pillar drills; bar type folding machine; welding sets; hydraulic press brake; 18 in. super shaper; 8 in. slotting machine; valve grinders; Denbigh fly press; spring testers, etc.; large quantities clothing; furniture; kitchenware and other miscellaneous stores.

May 13	Miscellaneous stores	Auctioneers premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 69292).

Fordson service vans ET6; Thames operational and signals vans; Austin K2 vans; Bedford fire tenders with Sigmund and Coventry Climax fire pumps; Coventry Climax featherweight pumps; vehicle spares; charging sets; 8-ton hydraulic lifting jacks; welding and cutting sets; generators; charging sets; hosepipes, stands, nozzles, etc.; binoculars; compasses; wrist watches; carpets; rugs; groundsheets; white and coloured blankets, bedspreads; woollen rags; mixed rags, kit bags; blue serge jumpers and blouses; greatcoats, etc.; easy chairs; tables; settees; sideboards; bureaux; trays, knives, spoons, forks and miscellaneous kitchenware; large assortment miscellaneous general stores.

May 20	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 08692 2073).

3-ton Jumbo crane; 1-ton diesel roller; Caterpillar D4 bulldozer; Marshall 6-ton road roller; mobile crane 2-tons; hydraulic loading shovel; Bardford 1½ cu. yd. dumpers; Ferguson agricultural tractor; control units for caterpillar tractors; profile recorders; Petbow welder; rescue equipment; bolted barrel tanks (35,000 galls. cap.); Allen autoscythes; 20 in and 36 in. grass mowers; box fibreboard; teleprinter equipment; battledress; raincoats; greatcoats and large quantities of other clothing; textiles; mixed rags; scrap canvas, webbing, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only)

SALE BY TENDER

Empty Rum Casks, including Small Casks; Kilderkins; Half Hogs Heads and Barrels. Permission to view on presentation of Tender Form only obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 a iii (A)), Room 418, First Avenue House, High Holborn, London, W.C.1V 6HE.

MINISTRY OF PUBLIC BUILDING AND WORKS

1970	Description of Goods	Location	Auctioneers
May 5	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auction. View days: Day preceding and morning of sale.

TO BE LET

INDUSTRIAL BUILDING, near Bologna on the Via Emilia, well connected with Italy's most important highway and railway junctions.
Area: 17,000 square metres (approx. 153,000 square ft.); covered: 8,000 square metres (approx. 72,000 square ft.).
Own railway connection, internal railway network, all industrial services.
Suitable for: Distribution Centre, General Warehouse, Supermarket, etc.

FURTHER INFORMATION AVAILABLE FROM

SAICE
PIAZZA VITTORIA, 9
CASTELFRANCO, EMILIA, ITALY

REDUNDANT PLANT WANTED:

Machine tools, sheet metal machinery, foundry and forging plant, air compressors, cranes and lifting equipment, electric motors, transformers, switchgear etc.

Specialists in difficult dismantling operations
Prompt inspection and settlement

C. M. HARTSHORNE & CO. LTD.,
Shepley, Huddersfield.
Phone Kirkburton 2255.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

Symbols used in all statistical tables are:—
.. not available
- nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	50
1966	110	113	122	120	107	100	124	128	114	128	125	241	147	19	6
1967	112	114	127	126	110	101	132	124	120	138	142	169	-39	10	11
1968	115	120	135	135	112	104	139	128	141	144	142	155	-47	81	95
1969	117	123	142	142	112	103	135	135	144	131	131	311	208	14	37
1968															
1st quarter	115	118	133	134	114	105	138	120	135	146	147	-72	-100	8	49
2nd quarter	113	119	133	131	109	102	136	120	133	147	143	58	24	23	1
3rd quarter	115	120	135	135	112	103	138	128	140	144	138	38	7	12	5
4th quarter	118	122	138	138	113	104	145	144	155	141	141	131	23	39	40
1969															
1st quarter	114	122	140	138	111	102	131	121	135	136	133	95	103	-14	13
2nd quarter	116	123	140	141	113	104	133	135	142	129	129	53	32	- 6	- 3
3rd quarter	117	123	142	143	113	103	137	142	151	132	130	—	-24	- 9	- 1
4th quarter	120	124	146	146	114	103	137	144	149	126	134	163	97	15	28
1969															
September		122				103									
October		122				103									
November		125				104									
December		124				103									
1970															
January		123 p				103									
February		125 p				104									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports‡	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in
£m. in base year								Series in thousands			4,983	4,365	£ million
1964	119	124	107·0	*3·3*	103·9	101·9	148·6	362	221	24,566	114	105	-393
1965	123	121	112·1	*4·8*	106·8	104·6	157·9	308	265	24,785	115	112	- 81
1966	118	105	116·5	*3·9*	110·2	107·3	168·5	323	255	24,834	119	120	40
1967	108	114	119·4	*2·5*	108·4	108·2	175·3	512	174	24,475	129	120	-322
1968	108	129	125·0	*4·7*	120·5	112·4	187·3	641	188	24,319	159	147	-309
1969	117	124 p	131·8	*5·4*	125·0	115·9	197·4	535	200		167	168	366
968													
1st quarter	107	117	122·1	*3·0*	122·9	111·4	184·8	.		24,363	158	143	-113
2nd quarter	104	125	125·0	*4·5*	119·5	112·5	185·8	..		24,321	158	139	-109
3rd quarter	104	129	125·7	*5·6*	119·3	112·8	187·7	..		24,276	161	151	- 15
4th quarter	108	129	127·2	*5·6*	120·4	113·1	191·0			24,316	160	156	- 72
1969													
1st quarter	111	134	129·7	*6·2*	122·3	114·1	196·7			24,317	163	155	23
2nd quarter	119	131	131·8	*5·4*	124·2	115·1	195·6	519 r		24,277	169	164	68
3rd quarter	116	131	132·0	*5·0*	126·1	116·5	197·8	547 r	..	24,205	168	175	135
4th quarter	117	124 p	133·7	*5·1*	127·3	118·0	201·5	544 r			169	178	140
1970													
1st quarter			136·2	*5·0*	129·9 p	120·2 p	208·6	561			172 p	180 p	
1969													
September	116	131	132·2	*5·1*	126·4	117·0	198·8	548			166	178	
October	116	129 p	133·2	*5·4*	125·9	117·5	199·0	543 r	..		171	178	
November	117	124 p	133·5	*5·4*	127·5	117·9	200·7	538 r	..		168	179	
December	117	124 p	134·4	*4·7*	128·4	118·6	204·9	550 r	..		170	177	
1970													
January	119 p	127 p	135·5	*5·0*	129·4	119·5	206·1	558 r	..		167	182	
February	119 p	126 p	136·2	*4·9*	129·8 p	120·3 p	209·4 r	557 r	..		172	174	
March			137·0	*5·1*	130·5 p	120·9 p	210·8 r	567 r	188		176 p	185 p	
April								567 p	188p				

† Not seasonally adjusted. ‡ Including re-exports.

Index of industrial production for February 1970

THE PROVISIONAL index of production for February 1970, prepared by the Central Statistical Office, is 125 (seasonally adjusted). For manufacturing industry alone the figure is 127.

For the three months December 1969 to February 1970, it is provisionally estimated that production as a whole was 0.8 per cent higher than in the preceding three months, September to November 1969; for manufacturing industries alone there was no change.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months.

Seasonally adjusted

1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries													
			Total	Food, drink and tobacco			Coal and petroleum products	Chemicals and allied industries	Engineering and allied industries							
				Total	Food	Drink and tobacco			Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1965	111·7	96	112·4	105	103	109	115	117	113	115	120	109	95	114	117
1966	113·2	90	114·2	109	107	112	122	123	116	123	122	121	93	112	110
1967	113·9	89	114·2	111	109	115	116	130	116	123	123	129	90	106	105
1968	119·8	85	121·4	116	112	122	126	140	122	125	135	137	87	117	113
1969	122·9	80	125·5	119	116	125	139	149	127	131	147 r	144 r	85	118	119 r
1967 4th quarter	116	88	117	111	109	115	116	134	118	122	127	132	87	111	109
1968 1st quarter	118	87	118	114	111	120	116	136	119	123	135	135	87	110	111
2nd quarter	119	85	120	112	109	118	126	138	121	125	132	140	88	112	114
3rd quarter	120	84	122	117	113	124	133	141	124	126	137	138	87	121	114
4th quarter	122	84	124	117	113	124	131	145	126	129	135	137	85	124	115
1969 1st quarter	122	81	124	115	114	117	140	144	124	127	146	142 r	85	113	121
2nd quarter	123	80	126	118	115	125	137	148	127	132	151	142	86	120	120
3rd quarter	123	80	126	119 r	115 r	128	140	152 r	129	132	151	149 r	85	122 r	117
4th quarter	124	76	127	123 r	120 r	123 r	141	153	128	134 r	144 r	147	86	118 r	119 r
1969 September	122	80	125	117 r	111	127	137	146 r	131 r	134	148	156 p	85	120 r	119
October	122	69	126	123	119 r	130	140	158 r	126	132 r	151 r	148 r	86	111	115
November	125	80	128	123	120 r	129	142	150	131	136	142 r	146 r	86	123	124
December	124	81	127	122	120 r	125 r	140 r	151 r	126 r	135 r	130 r	139 r	86	120	118 r
1970 January p	123	79	125	122	118	130	149	150	123	124	145	137	85	124	110
February p	125	81	127	122	119	129	161	148	128	137	139	146	86	115	120
September-November (av.)	123	76	126	121	117	129	140	151	129	134	147	150	86	118	119
December-February (av.) p	124	80	126	122	119	128	150	150	126	132	138	141	86	119	116

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1965	118	120	113	108	108	104	107	117	121	110	113	111	117	114	112
1966	111	112	108	107	108	102	106	116	118	112	110	115	120	115	117
1967	105	105	104	103	105	90	101	120	124	112	111	114	123	119	121
1968	111	111	111	113	119	93	104	127	130	122	118	118	135	122	128
1969	114	116	109	116 r	123	94	103	128	127 r	129	111	123	142	119	136
1967 4th quarter	106	106	105	107	110	90	102	122	128	111	115	119	128	120	125
1968 1st quarter	106	107	104	110	115	91	104	126	130	119	122	118	130	121	130
2nd quarter	109	110	108	112	118	94	103	127	130	122	115	117	133	123	125
3rd quarter	112	112	110	114	121	94	104	126	129	120	119	118	137	122	128
4th quarter	115	115	112	116	123	95	104	130	132	127	119	120	140	123	129
1969 1st quarter	114	115	112	115	122	97	104	128	126	132	113	122	135	118	143
2nd quarter	117	118	115	118	127	95	103	130	129	131	105	122	143	122	133
3rd quarter	111	112	109 r	115 r	122	93	103	126	126	126	110	124	146	118	131
4th quarter	115	119	102 r	115	123 r	91	101 r	126 r	125 r	129 r	113	125	145 r	118	137
1969 September	110	114	97 r	116	125	87	102	124	120	131	111	123	142		132
October	111	114	103 r	115	123 r	93	103 r	128 r	126 r	131	116	125	146		130
November	115	118	108 r	117 r	126 r	91	101 r	127 r	127 r	127	118	124	145		136
December	118	126	96 r	113 r	121 r	88	99 r	124 r	120 r	130	106	127 r	143		145
1970 January p	110	112	102	114	123	90	101	126	122	132	107	126			143
February p	117	121	103	116	125	90	103	128	123	138	111	125			150
September-November (av.)	112	115	103	116	125	90	102	126	125	130	115	124	146 †		133
December-February (av.) p	115	120	100	114	123	89	101	126	122	133	108	126	145 †		146

† Latest available 3 months (October-December) and previous 3 months (July-September)

† Not seasonally adjusted. ‡ Including re-exports.

Industrial building in the first quarter, 1970

THE FLOOR AREA of industral development certificates approved in the first quarter was 25.9 million sq. ft. compared with 26.9 million sq. ft. in the fourth quarter 1969 and 25.8 sq. ft. in the third quarter of that year. Approvals in the quarter were at about the same level as the third quarter 1969 but slightly lower than the fourth quarter of that year. The figure for the Development Areas at 7.2 million although higher than the third and fourth quarters of 1969 was still lower than the high levels in 1968 and the first half of 1969. The table includes for the first time a total for Intermediate Areas. The Government announced its intention in April 1969 to introduce legislation to set up intermediate areas, and the Local Employment Act 1970 under which they have been designated came into operation on March 5. Applicatons for building grants have been accepted for consideration on a provisional basis since last summer, provided that the projects were started on or after June 25, 1969 and had not been completed before March 5. The total for the Intermediate Areas in the first quarter was 2.7 million sq. ft. or about 10 per cent of the Great Britain total. In the rest of the country approvals were 16.0 million compared with 17.6 million in the fourth quarter 1969. Taking three quarterly periods to iron out erratic quarterly fluctuations, in the three quarters up to March 1970 the Development Area approvals have covered 27 per cent of the Great Britain total compared with 33 per cent in the three-quarter period ending March 1969. Corresponding figures for 1967, 1968 and 1969 were 33 per cent, 34 per cent and 28 per cent respectively. These areas contain a little under one quarter of the total population.

million square feet

	Great Britain				North	Yorkshire and Humberside	East Midlands	East Anglia	South East	South West	Wales	West Midlands	North West	Scotland
	Total	Development Areas (†)	Intermediate Areas (‡)	Rest										
1961	56·5	15·0	3·1	38·4	6·5	4·2	3·5	1·8	18·1	2·8	2·5	5·0	7·4	4·9
1962	37·3	9·1	2·1	26·1	3·0	2·4	2·2	1·8	11·8	2·4	2·1	3·7	4·4	3·7
1963	39·2	12·2	2·0	25·0	4·2	3·7	2·5	1·5	9·6	2·4	1·6	3·5	5·3	4·9
1964	59·0	20·2	3·6	35·2	8·2	6·0	3·7	2·5	11·9	4·4	3·2	5·0	8·2	5·9
1965	61·7	24·6	3·4	33·7	6·2	6·2	3·4	1·8	11·2	3·1	4·5	5·0	9·2	11·0
1966	68·8	28·6	3·6	36·6	8·2	6·4	4·4	3·8	10·8	3·6	9·3	5·1	9·0	8·2
1967	87·2 (59·7)	28·9 (26·5) *33*	5·4 (3·2) *6*	52·9 (30·0)	7·5 (7·5)	8·7 (4·6)	6·4 (3·9)	3·6 (2·1)	20·6 (11·1)	6·3 (3·3)	5·7 (5·7)	7·1 (4·0)	11·3 (7·5)	10·1 (10·1)
1968	110·3 (78·9)	37·9 (35·7) *34*	6·6 (4·4) *6*	65·8 (38·8)	11·9 (11·9)	9·0 (5·8)	7·3 (4·2)	4·8 (2·8)	21·0 (11·1)	6·3 (3·9)	8·8 (8·8)	11·6 (6·6)	17·8 (11·9)	11·8 (11·8)
1969	115·9 (80·6)	33·0 (30·5) *28*	8·0 (5·1) *7*	74·9 (45·0)	9·9 (9·9)	15·4 (10·7)	6·7 (4·1)	6·3 (4·1)	26·3 (13·9)	6·8 (4·2)	8·3 (8·3)	10·4 (5·9)	16·8 (10·6)	9·1 (9·1)
1968														
1st qtr.	24·6 (18·0)	8·9 (8·4) *36*	1·6 (1·1) *7*	14·1 (8·5)	2·6 (2·6)	2·0 (1·5)	1·8 (1·0)	1·6 (1·0)	4·0 (2·0)	1·4 (0·8)	1·7 (1·7)	1·8 (1·0)	3·8 (2·6)	3·8 (3·8)
2nd qtr.	27·1 (19·5)	8·2 (7·9) *30*	1·6 (1·1) *6*	17·3 (10·5)	3·4 (3·4)	3·0 (1·9)	1·4 (0·8)	0·9 (0·5)	5·3 (3·3)	2·0 (1·3)	1·3 (1·3)	3·9 (2·1)	3·6 (2·5)	2·4 (2·4)
3rd qtr.	31·1 (22·3)	12·6 (11·8) *40*	1·6 (1·1) *5*	16·9 (9·4)	4·4 (4·4)	2·2 (1·3)	1·6 (1·0)	1·3 (0·7)	6·4 (3·2)	1·5 (0·9)	3·0 (3·0)	2·8 (1·7)	5·1 (3·3)	2·8 (2·8)
4th qtr.	27·5 (19·1)	8·2 (7·7) *30*	1·8 (1·1) *7*	17·5 (10·3)	1·6 (1·6)	1·9 (1·2)	2·5 (1·3)	1·0 (0·7)	5·3 (2·6)	1·3 (0·8)	2·8 (2·8)	3·1 (1·9)	5·3 (3·5)	2·7 (2·7)
1969														
1st qtr.	33·3 (22·5)	9·5 (8·7) *29*	1·9 (1·1) *6*	21·9 (12·7)	2·6 (2·6)	3·6 (2·3)	2·2 (1·3)	2·0 (1·4)	8·2 (4·0)	2·3 (1·3)	2·4 (2·4)	2·7 (1·6)	4·6 (3·0)	2·5 (2·5)
2nd qtr.	29·9 (20·5)	9·9 (8·9) *33*	1·8 (1·3) *6*	18·2 (10·3)	3·8 (3·8)	2·1 (1·2)	1·7 (0·9)	1·7 (0·9)	6·9 (3·6)	1·7 (1·1)	2·1 (2·1)	2·8 (1·7)	5·1 (3·1)	2·0 (2·0)
3rd qtr.	25·8 (18·1)	6·8 (6·5) *26*	1·9 (1·2) *7*	17·1 (10·4)	1·9 (1·9)	3·6 (2·2)	1·4 (1·0)	1·3 (0·9)	5·8 (3·4)	1·5 (0·9)	2·2 (2·2)	2·6 (1·3)	3·3 (2·1)	2·1 (2·1)
4th qtr.	26·9 (19·5)	6·9 (6·5) *26*	2·4 (1·4) *9*	17·6 (11·6)	1·5 (1·5)	6·0 (4·9)	1·3 (0·9)	1·3 (0·8)	5·3 (2·9)	1·3 (0·8)	1·6 (1·6)	2·3 (1·3)	3·8 (2·3)	2·4 (2·4)
1970														
1st qtr.p	25·9 (18·4)	7·2 (6·7) 28	2·7 (1·7) 10	16·0 (10·0)	1·9 (1·9)	2·0 (1·1)	1·6 (1·0)	0·8 (0·6)	5·8 (3·1)	1·3 (0·9)	2·1 (2·1)	3·0 (2·0)	5·5 (4·1)	1·7 (1·7)
2nd qtr.														
3rd qtr.														
4th qtr.														

Notes:

The figures relate to schemes, mainly over 5,000 square feet, for both manufacturing and non-manufacturing industry approved during the periods stated: New Buildings, extensions to existing premises and existing buildings turned to industrial use are included.

( ) The figures in brackets are estimates of the floor area which would have been approved on the basis in use before the introduction of the Industrial Development Act in August 1966. The area of industrial development certificates was then extended to include all ancillary space for storage, canteens, etc. In Scotland, Wales and the North of England ancillary space was already being included in areas approved before that date but not in the other regions; because of the lack of comparability the percentage share of Development and Intermediate Areas is not shown prior to 1967.

(†) The figures in this column are Development Area approvals as percentages of Great Britain totals. The places designated as Development Areas under the Industrial Development Act, 1966 are the whole of the North Region, most of Scotland and Wales, and parts of the North West and South West Regions.

(‡) The figures in this column are Intermediate Area approvals as percentages of Great Britain totals. The places designated as Intermediate Areas under the Local Employment Act, 1970 cover broadly, the Yorkshire Coalfield, North Humberside, North East Lancashire, parts of the Notts Derby Coalfield, parts of South East Wales, Plymouth and Leith.

(p) The figures for the first quarter 1970 are provisional.

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (7*s.*), No. 10 Woman, Wife and Worker **2s.** (2*s.* 4*d.*), No. 11 Money for Effort **1s. 9d.** (2*s.* 1*d.*), No. 12 Human Sciences Aid to Industry **2s.** (2*s.* 4*d.*), No. 13 The Supervisor and His Job **3s. 6d.** (3*s.* 10*d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (3*s.* 4*d.*), No. 15 Training the Adult Worker **3s. 6d.** (3*s.* 10*d.*), No. 16 How Research Can Help Training **1s. 6d.** (1*s* 10*d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (2*s.* 7*d.*), No. 18 Work Flow in Batch Production **3s.** (3*s.* 3*d.*)

Prices in brackets include postage.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

CENSUS OF PRODUCTION FOR 1968

Further analyses of provisional results – manufacturing industries

AN ARTICLE in the *Board of Trade Journal* on December 31, 1969, gave preliminary estimates of the principal results of the Census of Production for 1968 and a further article in the *Journal* on January 28, 1970, commented on some of the salient features of the results. The present article presents an analysis, by size of establishment, of the provisional estimates of employment and net output in manufacturing industries.

The preliminary estimates were based upon returns received at the Business Statistics Office up to mid-November 1969. These accounted for under three-quarters of the estimated employment in the industries covered by the census. Hence the results involved a considerable amount of estimation and this inevitably affects their reliability. The present article, therefore, also examines the response to the census and shows the extent to which response has increased since the preliminary results were calculated.

Response to the census

The article in the *Board of Trade Journal* of December 31 last showed the percentage response for each industry and this varied considerably between industries. As the article pointed out the inadequate response in some industries meant that the data available was not sufficiently reliable for individual estimates for those industries to be made and in those cases industries were grouped together. For example, separate figures were not published for 'Made-up household textiles and handkerchiefs' and 'Canvas goods and sacks etc.' industries and response for these two industries together amounted to only 38 per cent. On the other hand in 'Dyestuffs and pigments' and 'Wheeled and half-track tractors' industries the response was 99 per cent and 100 per cent in the 'Mineral oil refining' industry.

Since November 1969 further reminders have been sent to firms in an effort to get returns from firms which had not responded by mid-November 1969. A comparison of columns 8 and 9 in the table accompanying this article indicates the improvement in response between mid-November 1969 and end-February 1970. Response for all manufacturing industries has improved from 72 per cent to 83 per cent and returns were received during those three months or so from firms accounting for about 0.9 million persons employed. Outstanding returns however when they are received can still significantly affect the provisional results. Within the manufacturing sector it is estimated that returns are still outstanding from firms employing about 1.4 million persons, i.e. some 17 per cent of the total number of persons employed in all manufacturing industries, and over the census field for some 2 million persons employed i.e. some 19 per cent of the total employment. Chart A compares the response position in mid-November 1969 and end-February 1970 for each Order of the Standard Industrial Classification (revised 1968) so far as manufacturing industry is concerned. In only one Order (Order IV – Coal and Petroleum Products) had response at the end of February exceeded 95 per cent. There were still three – Order XIV (Leather, Leather Goods and Fur), Order XV (Clothing and Footwear) and Order XVII (Timber, Furniture, etc.) – where the response rate had still not yet reached 72 per cent (the overall rate achieved in mid-November 1969), although in these industries the improvement in response has been as great or greater than the overall improvement for all manufacturing industries.

Chart B compares the distribution of response rates at mid-November 1969 and end-February 1970 in 5 per cent intervals for the individual manufacturing industries identified in the provisional results article. The histograms clearly show the improvement in response. In February, only one industry had a response rate of less than 55 per cent whereas at mid-November there were 11 industries below this rate. The median response rate in the later set of data is 86 per cent while in the earlier data it was only 72 per cent. Nonetheless the median calculation implies that half of the 140 individual manufacturing industries have a non-response rate of 14 per cent or more and some 26 industries have a non-response rate of 25 per cent or more.

These figures and analyses illustrate that there has been an appreciable improvement in response since November. It has involved considerable effort. The census questionnaires were originally despatched in January 1969; they were followed by written reminders in May, July, August and September of last year and in addition, a very extensive telephone follow-up has been undertaken. The present response situation is particularly unsatisfactory in some of the clothing, footwear, leather and timber industries. If the individual industry reports are to be published as planned between mid-1971 and mid-1972 response needs to improve rapidly. Until response is satisfactory it will not be possible to produce a definite data file and publish final industry information.

Analysis of employment and net output by size of establishment

Despite the unsatisfactory level of response, a size analysis of the provisional results is given in the accompanying table. The analysis is based on returns received up to end-February, taking into account therefore information received since November 1969 when the preliminary estimates were made. The figures of numbers employed and net output for each industry shown in the table, however, are those published in the provisional results article on December 31, 1969. Although it is likely that some of these figures will differ from the eventual final results any revisions to the preliminary estimates at this stage will not necessarily provide more accurate figures. Response remains incomplete in most cases with substantial variations between industries, and all returns are currently being more thoroughly examined than was possible in the period up to the preparation of provisional results. For these reasons the size analysis is presented in percentage form, with the totals equal to those shown in the preliminary estimates published at the end of 1969.

The table provides a percentage distribution of the employment and net output of industries in the manufacturing sector in 1968 according to the size of the establishments in each of the industries. The size analysis is given in terms of five broad employment size groups, although in some instances it has been necessary to combine two or more of the size groups to ensure that information relating to an individual organizatnon is not disclosed. Where this action has been taken, the data relating to the affected size cell has been included with that relating to the next smaller size cell. Subject to the disclosure consideration, employment data is given for each size cell. Net output data relating to establishments employing fewer than 25 persons are generally not available since this information was not collected, except in certain instances; instead the estimate used for small establishments in order that an industry total could be made has been included with the non-response element. While the estimate for small establishments may not be a reliable guide to their contribution to net output, their impact on industry aggregates is generally small. In certain industries, where small establishments are significant, detailed information was collected in the census and independent estimates, of net output made. In such cases, a full size analysis of net output data is given.

Comparable analysis of the 1963 Census of Production cannot be presented because of the revision to the Standard Industrial Classification between the census years. A size analysis of employment and net output of the 1963 data, based upon the earlier classification can be found in Table 4 of Part Number 131 of the Report on the Census of Production 1963 (available from Her Majesty's Stationary Office).

The analysis shows the variation in the size distribution of employment and of net output between industries and industry groups. It also shows the way in which the size distribution of employment differs from that of net output for each of the industries

(*Text continued on page* 1167)

1968 CENSUS OF PRODUCTION – PROVISIONAL RESULTS

Analysis of manufacturing industries by size of establishment
All establishments in the United Kingdom

Standard Industrial Classification (Revised 1968 edition) minimum list heading	Industry	Percentage distribution of employment							
		Size group (number employed at each establishment)					Non-response§		
		1–24	25–99	100–499	500–999	1,000 and over	Feb. 1970	Nov. 1969	Total (†)
1	2	3	4	5	6	7	8	9	10
Orders III–XIX	ALL MANUFACTURING INDUSTRIES	% 3	% 9	% 25	% 12	% 32	% 17	% (28)	Thous. 8,077·3
Order III	Food, drink and tobacco	4	8	30	16	3	11	(21)	805·6
211	Grain milling	6	19	39	25	‡	11	(14)	25·5
212	Bread and flour confectionery	2	5	39	23	17	14	(30)	155·0
213	Biscuits	1	1	9	22	59	8	(13)	50·3
214	Bacon curing, meat and fish products	5	9	37	13	27	9	(19)	88·8
215	Milk and milk products	6	16	39	15	‡	24	(36)	67·0
216	Sugar	—	4	95	‡	‡	1	(1)	14·4
217	Cocoa, chocolate and sugar confectionery	3	4	17	14	55	7	(12)	82·2
218	Fruit and vegetable products	2	6	24	28	26	14	(18)	62·0
219	Animal and poultry foods	15	20	58	‡	‡	7	(13)	31·5
221	Vegetable and animal oils and fats	12	24	32	30	—	2	(13)	7·9
229 (1)	Margarine	1	97	‡	‡	‡	2	(17)	4·6
229 (2)	Starch and miscellaneous foods	5	11	24	14	19	27	(31)	32·0
231	Brewing and malting	2	5	25	13	48	7	(24)	86·9
232	Soft drinks	7	23	42	12	—	16	(28)	31·9
239 (1)	Spirit distilling and compounding	6	12	77	‡	‡	5	(15)	19·6
239 (2)	British wines, cider and perry	3	87	‡	‡	‡	10	(17)	4·8
240	Tobacco	—	1	6	89	‡	4	(5)	41·2
Order IV	Coal and petroleum products	3	5	59	‡	29	4	(8)	42·9
261	Coke oven and manufactured fuel	1	57	‡	39	—	3	(8)	18·0
262	Mineral oil refining	—	14	‡	14	72	—	—	17·7
263	Lubricating oils and greases	12	24	49	‡	—	15	(25)	7·2
Order V	Chemicals and allied industries	4	6	24	15	43	8	(16)	410·5
271 (1) 271 (2) 271 (3)	General chemicals (inorganic) General chemicals (organic) Miscellaneous general chemicals	3	8	30	52	‡	7	(11)	112·0
272	Pharmaceutical chemicals and preparations	2	5	21	21	41	10	(16)	57·0
273	Toilet preparations	5	5	23	13	39	15	(26)	23·5
274	Paint	7	10	32	14	25	12	(26)	33·1
275	Soap and detergents	7	6	19	15	42	11	(26)	16·8
276	Synthetic resins and plastics materials and synthetic rubber	3	5	18	13	59	2	(16)	55·0
277	Dyestuffs and pigments	2	4	10	17	66	1	(1)	22·1
278	Fertilizers	6	8	84	‡	‡	2	(4)	16·5
279 (1)	Polishes	7	86	‡	‡	‡	7	(13)	7·0
279 (2)	Formulated adhesives, gelatine, etc.	10	10	31	29	—	20	(29)	7·7
279 (3)	Explosives, fireworks, and matches	—	1	11	80	‡	8	(8)	21·7
279 (4)	Formulated pesticides and disinfectants	6	11	62	‡	—	21	(29)	5·1
279 (5)	Printing ink	6	22	46	—	—	26	(26)	5·8
279 (6)	Surgical bandages, etc.	1	3	30	60	‡	6	(18)	12·4
279 (7)	Photographic chemical materials	—	9	‡	15	62	14	(45)	14·9
Order VI	Metal manufacture	3	5	20	13	52	7	(15)	560·8
311	Iron and steel (general)	1	2	13	7	73	4	(14)	262·0
312	Steel tubes	1	4	17	73	‡	5	(8)	58·2
313	Iron castings	6	11	36	19	19	9	(19)	102·6
321	Aluminium and aluminium alloys	4	6	26	23	34	7	(13)	60·1
322	Copper, brass and other copper alloys	6	9	25	18	33	9	(16)	51·4
323	Other base non-ferrous metals	4	11	24	47	‡	14	(21)	26·5
Order VII	Mechanical engineering	8	9	24	14	26	19	(31)	1,030·6
331	Agricultural machinery	12	9	25	8	27	19	(28)	24·3
332	Metal-working machine tools	7	9	32	18	19	15	(36)	77·1
333	Pumps, valves and compressors	3	8	33	20	23	13	(28)	82·3
334	Industrial engines	—	1	4	21	51	23	(27)	44·9
335	Textile machinery and accessories	7	9	23	13	28	20	(44)	51·6
336	Construction and earth moving equipment	3	5	20	12	47	13	(17)	41·1
337	Mechanical handling equipment	5	10	35	17	17	16	(29)	64·9
338	Office machinery	1	3	6	19	58	13	(31)	30·7
339 (1)	Mining machinery	2	8	40	38	‡	12	(24)	20·6
339 (2)	Printing and bookbinding machinery	6	10	34	13	34	3	(19)	20·4
339 (3)	Refrigerating machinery	10	9	69	‡	‡	12	(19)	8·8
339 (4)	Space-heating, ventilating and air-conditioning equipment	12	16	40	30	‡	2	(23)	31·2
339 (7)	Food and drink processing machinery	6	8	70	‡	‡	16	(33)	20·5
339 (5) (6) (8) & (9)	Miscellaneous (non-electrical) machinery	5	11	28	14	21	21	(36)	129·6
341	Industrial (including process) plant and steelwork	5	12	23	12	25	23	(34)	158·6
342	Ordnance and small arms	1	3	14	9	69	4	(19)	21·1
349	General mechanical engineering	18	9	15	9	21	28	(31)	202·8
Order VIII	Instrument engineering	7	9	27	16	27	14	(26)	169·7
351 354	Photographic and document copying equipment Scientific and industrial instruments and systems	4	8	26	18	29	15	(28)	132·9
352	Watches and clocks	3	6	17	15	‡	18	(22)	12·1
353	Surgical instruments and appliances	23	21	36	56	‡	4	(19)	24·7
Order IX	Electrical engineering	2	4	16	14	45	19	(35)	767·2
361	Electrical machinery	2	5	18	11	48	16	(27)	171·6
362	Insulated wires and cables	1	2	91	‡	‡	6	(46)	51·3
363	Telegraph and telephone apparatus and equipment	1	2	7	9	64	17	(44)	98·6
364	Radio and electronic components	3	5	25	15	40	14	(28)	112·3
365	Broadcast receiving and sound reproducing equipment	2	3	10	19	44	22	(28)	45·2
366	Electronic computers	2	3	70	‡	‡	25	(45)	18·1
367	Radio, radar and electronic capital goods	2	4	19	20	41	14	(28)	75·2
368	Electric appliances primarily for domestic use	2	4	15	14	50	15	(26)	71·7
369	Miscellaneous electrical goods	5	5	15	13	26	36	(53)	123·2
Order X	Shipbuilding and marine engineering	4	5	11	11	58	11	(21)	180·0

(Continued on next page)

Percentage distribution of net output							Industry	Standard Industrial Classification (Revised 1968 edition) minimum list heading
Size group (number employed at each establishment)					Non-response §			
1–24	25–99	100–499	500–999	1,000 and over	Feb. 1970	Total		
11	12	13	14	15	16	17	18	19
%	%	%	%	%	%	£ million		
..	8	23	13	34	22	16,012·2	ALL MANUFACTURING INDUSTRIES	Orders III-XIX
..	8	27	15	35	15	2,001·9	Food, drink and tobacco	Order III
..	18	34	30	‡	18	104·1	Grain milling	211
..	6	41	22	15	16	215·9	Bread and flour confectionery	212
..	1	10	20	61	8	79·1	Biscuits	213
..	8	33	15	30	14	144·6	Bacon curing, meat and fish products	214
..	17	35	19	‡	29	129·6	Milk and milk products	215
..	3	96	‡	‡	1	46·3	Sugar	216
..	4	16	12	59	9	152·7	Cocoa, chocolate and sugar confectionery	217
..	4	22	26	32	16	141·8	Fruit and vegetable products	218
..	17	61	‡	‡	22	103·8	Animal and poultry foods	219
..	22	32	32	—	14	21·6	Vegetable and animal oils and fats	221
..	97	‡	‡	‡	3	14·0	Margarine	229 (1)
..	8	25	16	19	32	119·9	Starch and miscellaneous foods	229 (2)
..	5	25	12	49	9	355·3	Brewing and malting	231
5	20	41	18	—	16	67·5	Soft drinks	232
..	10	79	‡	‡	11	119·9	Spirit distilling and compounding	239 (1)
..	87	‡	‡	‡	13	14·0	British wines, cider and perry	239 (2)
..	1	5	89	‡	5	171·8	Tobacco	240
..	5	50	‡	39	6	181·4	Coal and petroleum products	Order IV
..	50	‡	46	—	4	47·1	Coke ovens and manufactured fuel	261
..	23	‡	9	68	—	102·9	Mineral oil refining	262
..	22	51	‡	—	27	31·5	Lubricating oils and greases	263
..	6	24	16	43	11	1,389·6	Chemicals and allied industries	Order V
..	6	29	54	‡	11	441·0	General chemicals (inorganic) General chemicals (organic) Miscellaneous general chemicals	271 (1) 271 (2) 271 (3)
..	4	19	26	39	12	218·9	Pharmaceutical chemicals and preparations	272
..	7	20	17	37	19	68·1	Toilet preparations	273
..	8	29	17	28	18	91·5	Paint	274
..		11	14	53	18	68·2	Soap and detergents	275
..		18	14	59	3	195·8	Synthetic resins and plastics materials and synthetic rubber	276
..	3	3	18	66	3	69·3	Dyestuffs and pigments	277
..	7	85	‡	‡	8	58·4	Fertilizers	278
..	85	3	‡	‡	15	20·2	Polishes	279 (1)
..	13	31	27	—	29	21·2	Formulated adhesives, gelatine, etc.	279 (2)
..	1	13	78	‡	8	41·5	Explosives, fireworks, and matches	279 (3)
..	4	69	‡	—	27	24·9	Formulated pesticides and disinfectants	279 (4)
..	23	45	—	—	32	17·2	Printing ink	279 (5)
..	1	32	60	‡	7	26·1	Surgical bandages, etc.	279 (6)
..	16	‡	12	57	15	27·5	Photographic chemical materials	279 (7)
..	5	20	12	54	9	1,098·0	Metal manufacture	Order VI
..	2	12	6	75	5	511·1	Iron and steel (general)	311
..	4	15	75	‡	6	118·9	Steel tubes	312
..	10	36	22	17	15	163·3	Iron castings	313
..	7	27	23	33	10	109·6	Aluminium and aluminium alloys	321
..	8	27	17	33	15	117·4	Copper, brass and other copper alloys	322
..	9	22	51	‡	18	77·7	Other base non-ferrous metals	323
..	8	24	15	27	26	2,063·8	Mechanical engineering	Order VII
..	8	24	11	26	31	46·3	Agricultural machinery	331
..	8	34	17	19	22	146·6	Metal-working machine tools	332
..	8	35	20	21	16	154·2	Pumps, valves and compressors	333
..	1	3	27	46	23	87·9	Industrial engines	334
..	6	23	15	27	27	108·5	Textile machinery and accessories	335
..	3	18	16	48	15	104·8	Construction and earth moving equipment	336
..	9	30	21	19	21	149·9	Mechanical handling equipment	337
..	3	3	12	66	14	66·8	Office machinery	338
..	9	40	37	‡	14	40·1	Mining machinery	339 (1)
..	11	33	15	31	10	35·2	Printing and bookbinding machinery	339 (2)
..		70	‡	‡	21	16·9	Refrigerating machinery	339 (3)
..	13	40	31	‡	14	65·1	Space-heating, ventilating and air-conditioning equipment	339 (4)
..	11	68	‡	‡	21	37·8	Food and drink processing machinery	339 (7)
..	10	28	13	23	26	271·8	Miscellaneous (non electrical) machinery	339 (5) (6) (8) & (9)
..	10	22	10	30	28	338·4	Industrial (including process) plant and steelwork	341
..	3	14	9	69	5	36·7	Ordnance and small arms	342
..	9	16	9	20	46	356·8	General mechanical engineering	349
..	9	28	17	25	21	277·6	Instrument engineering	Order VIII
..	8	27	19	29	17	225·9	Photographic and document copying equipment Scientific and industrial instruments and systems	351 354
..	7	19	53	‡	21	16·2	Watches and clocks	352
..	20	40	13	‡	27	35·4	Surgical instruments and appliances	353
..	4	14	14	46	22	1,403·3	Electrical engineering	Order IX
..	4	15	9	54	18	323·5	Electrical machinery	361
..	2	91	‡	‡	7	107·2	Insulated wires and cables	362
..	2	6	10	64	18	163·3	Telegraph and telephone apparatus and equipment	363
..	4	25	12	42	17	192·8	Radio and electronic components	364
..	2	10	19	43	24	83·3	Broadcast receiving and sound reproducing equipment	365
..	4	64	‡	‡	32	40·3	Electronic computers	366
..	4	18	20	42	16	142·5	Radio, radar and electronic capital goods	367
..	3	13	13	54	17	133·4	Electrical appliances primarily for domestic use	368
..	4	13	14	28	41	216·9	Miscellaneous electrical goods	369
..	6	11	12	57	14	285·7	Shipbuilding and marine engineering	Order X

(Continued on next page)

1968 CENSUS OF PRODUCTION – PROVISIONAL RESULTS, *continued*

Standard Industrial Classification (Revised 1968 edition) minimum list heading	Industry	Percentage distribution of employment							
		Size group (number employed at each establishment)					Non-response §		
		1–24	25–99	100–499	500–999	1,000 and over	Feb. 1970	Nov. 1969	Total (†)
1	2	3	4	5	6	7	8	9	10
		%	%	%	%	%	%	%	Thous.
Order XI	**Vehicles**	*1*	*2*	*10*	*7*	*70*	*10*	*(22)*	788·9
380	Wheeled and half-track tractors	*1*	*2*	*6*	*8*	*82*	*1*	*(1)*	25·6
381	Motor vehicle manufacturing	*2*	*3*	*10*	*7*	*67*	*11*	*(19)*	466·2
382	Motor cycle and pedal cycle manufacturing	*2*	*3*	*84*	‡	‡	*11*	*(14)*	19·0
383	Manufacturing and repairing of aerospace equipment	*1*	*1*	*7*	*8*	*71*	*12*	*(34)*	229·1
384	Locomotives and railway track equipment	—	*98*	‡	‡	‡	*2*	*(2)*	16·8
385	Railway carriages, wagons and trams	*1*	*97*	‡	‡	‡	*2*	*(3)*	32·1
Order XII	**Metal goods not elsewhere specified**	*11*	*13*	*27*	*14*	*14*	*21*	*(27)*	566·3
390	Engineer's small tools and gauges	*13*	*22*	*30*	*12*	*7*	*16*	*(23)*	65·5
391	Hand tools and implements	*5*	*17*	*27*	*28*	‡	*23*	*(28)*	19·5
392	Cutlery, spoons, forks and plated tableware, etc.	*8*	*14*	*47*	‡	‡	*31*	*(38)*	17·4
393	Bolts, nuts, screws, rivets, etc.	*5*	*9*	*27*	*18*	*26*	*15*	*(19)*	44·0
394	Wire and wire manufactures	*6*	*11*	*39*	*12*	*13*	*19*	*(37)*	43·1
395	Cans and metal boxes	*2*	*3*	*24*	*68*	‡	*3*	*(7)*	29·7
396	Jewellery and precious metals	*13*	*14*	*40*	‡	‡	*33*	*(33)*	21·9
399 (1)	Metal furniture	*8*	*18*	*45*	*17*	—	*12*	*(27)*	17·1
399 (5)	Drop forgings, etc.	*2*	*5*	*25*	*41*	‡	*27*	*(29)*	34·2
399 (6) & (7)	Metal hollow-ware	*6*	*16*	*48*	*13*	—	*17*	*(27)*	18·5
399 (2) to (4) and (8) to (12)	Miscellaneous metal manufactures	*11*	*13*	*27*	*14*	*14*	*21*	*(27)*	255·6
Order III	**Textiles**	*4*	*11*	*41*	*11*	*13*	*20*	*(33)*	701·2
411	Production of man-made fibres	—	*94*	‡	‡	‡	*6*	*(12)*	42·5
412	Spinning and doubling on the cotton and flax systems	*1*	*7*	*53*	*16*	*9*	*14*	*(24)*	84·8
413	Weaving of cotton, linen, silk and man-made fibres	*3*	*12*	*53*	*9*	—	*23*	*(42)*	68·5
414	Woollen and worsted	*4*	*13*	*48*	*12*	‡	*23*	*(35)*	157·5
415	Jute	*1*	*87*	‡	‡	‡	*12*	*(13)*	14·7
416	Rope, twine and net	*11*	*18*	*31*	—	—	*40*	*(44)*	8·1
417	Hosiery and other knitted goods	*4*	*14*	*41*	*15*	*10*	*16*	*(33)*	136·0
418	Lace	*11*	*31*	*31*	‡	—	*27*	*(58)*	7·6
419	Carpets	*2*	*4*	*23*	*15*	*34*	*22*	*(33)*	46·9
421	Narrow fabrics	*6*	*18*	*46*	*10*	—	*20*	*(33)*	18·5
422 (1)	Made-up household textiles and handkerchiefs	*13*	*22*	*19*	‡	—	*46*	*(62)*	35·6
422 (2)	Canvas goods and sacks, etc.								
423	Textile finishing	*5*	*15*	*51*	*7*	‡	*22*	*(30)*	55·5
429 (1)	Asbestos	*2*	*2*	*22*	*19*	*53*	*2*	*(18)*	20·9
429 (2)	Miscellaneous textiles	*8*	*36*	*34*	—	—	*22*	*(39)*	4·1
Order XIV	**Leather, leather goods and fur**	*13*	*24*	*32*	‡	—	*31*	*(43)*	49·8
431	Leather (tanning and dressing) and fellmongery	*11*	*29*	*40*	—	—	*20*	*(33)*	22·4
432	Leather goods	*12*	*20*	*29*	‡	—	*39*	*(50)*	20·4
433	Fur	*22*	*17*	*20*	—	—	*41*	*(53)*	7·0
Order XV	**Clothing and footwear**	*6*	*16*	*34*	*7*	*6*	*31*	*(44)*	475·6
441	Weatherproof outerwear	*6*	*18*	*34*	—	—	*42*	*(59)*	24·0
442	Men's and boys' tailored outerwear	*4*	*10*	*35*	*11*	*15*	*25*	*(40)*	109·9
443	Women's and girls' tailored outerwear	*11*	*16*	*29*	‡	—	*44*	*(50)*	55·0
444	Overalls and men's shirts, underwear, etc.	*4*	*17*	*39*	*6*	‡	*34*	*(48)*	45·2
445	Dresses, lingerie, infants' wear, etc.	*7*	*22*	*28*	*4*	—	*39*	*(49)*	93·0
446	Hats, caps and millinery	*11*	*23*	*31*	‡	—	*35*	*(47)*	9·8
449 (1)	Corsets and miscellaneous dress industries	*11*	*21*	*37*	*15*	‡	*16*	*(37)*	29·4
449 (2)	Gloves	*12*	*38*	*24*	‡	—	*26*	*(35)*	8·0
450	Footwear	*3*	*12*	*43*	*11*	*10*	*21*	*(35)*	101·4
Order XVI	**Bricks, pottery, glass, cement, etc.**	*7*	*14*	*31*	*14*	*20*	*14*	*(22)*	307·3
461	Bricks, fireclay and refractory goods	*6*	*29*	*52*	‡	‡	*13*	*(17)*	61·0
462	Pottery	*3*	*5*	*45*	*27*	*14*	*6*	*(15)*	55·5
463	Glass	*4*	*5*	*17*	*18*	*46*	*10*	*(16)*	77·2
464	Cement	—	*4*	*71*	*18*	—	*7*	*(7)*	14·0
469 (1)	Abrasives	*5*	*5*	*88*	‡	‡	*2*	*(6)*	7·7
469 (2)	Miscellaneous building materials and mineral products	*15*	*19*	*26*	*7*	*9*	*24*	*(39)*	91·8
Order XVIII	**Timber, furniture, etc.**	*14*	*22*	*28*	*6*	*1*	*29*	*(40)*	271·1
471	Timber	*12*	*24*	*30*	*9*	‡	*25*	*(35)*	91·7
472	Furniture and upholstery	*14*	*15*	*29*	*9*	‡	*33*	*(45)*	93·4
473	Bedding and soft furnishings	*9*	*27*	*22*	*14*	‡	*28*	*(42)*	17·6
474	Shop and office fittings	*16*	*25*	*30*	‡	—	*29*	*(40)*	30·6
475	Wooden containers and baskets	*21*	*34*	*19*	—	—	*26*	*(35)*	17·6
479	Miscellaneous wood and cork manufactures	*23*	*26*	*22*	‡	—	*29*	*(37)*	20·1
Order XVIII	**Paper, printing and publishing**	*7*	*12*	*31*	*14*	*18*	*18*	*(29)*	613·5
481	Paper and board	*1*	*4*	*33*	*23*	*31*	*8*	*(17)*	78·7
482 (1)	Cardboard boxes, cartons and fibre-board packing cases	*4*	*11*	*37*	*20*	*15*	*13*	*(26)*	70·3
482 (2)	Packaging products of paper and associated materials	*4*	*12*	*51*	*31*	—	*2*	*(19)*	16·4
483	Manufactured stationery	*3*	*12*	*42*	*42*	‡	*1*	*(12)*	33·6
484	Miscellaneous manufactures of paper and board	*4*	*7*	*35*	*26*	‡	*28*	*(37)*	33·8
486	Printing and publishing of newspapers and periodicals	*3*	*7*	*28*	*12*	*35*	*15*	*(24)*	146·0
489	General printing, publishing, etc.	*12*	*19*	*25*	*8*	*6*	*30*	*(39)*	234·8
Order XIX	**Other manufacturing industries**	*7*	*10*	*27*	*12*	*23*	*21*	*(33)*	336·3
491	Manufactures of rubber	*2*	*4*	*20*	*11*	*41*	*22*	*(34)*	127·2
492	Linoleum, plastics floor covering, leathercloth, etc.	*1*	*3*	*13*	*16*	*57*	*10*	*(10)*	18·8
493	Brushes and brooms	*10*	*22*	*51*	‡	—	*17*	*(30)*	11·1
494	Toys, baby carriages, games and sports equipment	*8*	*9*	*30*	*20*	*20*	*13*	*(19)*	45·8
495	Miscellaneous stationers' goods	*6*	*13*	*52*	‡	‡	*29*	*(40)*	12·6
496	Plastics products	*12*	*15*	*41*	*11*	‡	*21*	*(38)*	96·6
499	Miscellaneous manufacturing industries	*13*	*19*	*25*	*9*	—	*34*	*(49)*	24·3

†) Including persons engaged in merchanting or factoring and canteen workers (where particulars in respect of these activities could not be excluded from the returns) and working proprietors but excluding outworkers.
.. Not available.
— Nil or negligible.
(‡) Figures included in those for the next lower size group.
(§) Including estimates for establisments fewer than 25 persons from which employment information only is collected.

Percentage distribution of net output							Industry	Standard Industrial Classification (Revised 1968 edition) minimum list heading
Size group (number employed at each establishment)					Non-response§			
1–24	25–99	100–499	500–999	1,000 and over	Feb. 1970	Total		
11	12	13	14	15	16	17	18	19
%	%	%	%	%	%	£ million		
..	2	8	7	71	12	1,639·2	Vehicles	Order XI
..	1	5	5	87	2	70·6	Wheeled and half-track tractors	380
..	2	9	6	70	13	995·7	Motor vehicles manufacturing	381
..	3	84	‡	‡	13	26·0	Motor cycle and pedal cycle manufacturing	382
..	1	6	8	72	13	490·4	Manufacturing and repairing of aerospace equipment	383
..	98	‡	‡	‡	2	18·1	Locomotives and railway track equipment	384
..	97	‡	‡	‡	3	38(4)	Railway carriages, wagons and trams	385
..	13	27	13	15	32	999·3	Metals goods not elsewhere specified	Order XII
..	24	29	11	7	29	110·8	Engineers' small tools and gauges	390
6	16	28	27	‡	23	27·5	Hand tools and implements	391
..	9	52	‡	‡	39	37·7	Cutlery, spoons, forks and plated tableware, etc.	392
..	8	26	20	26	20	72·8	Bolts, nuts, screws, rivets, etc.	393
..	10	41	9	14	26	79·0	Wire and wire manufactures	394
..	3	22	70	‡	5	43·9	Cans and metal boxes	395
10	9	48	‡	‡	33	63·9	Jewellery and precious metals	396
..	17	41	23	—	19	33·5	Metal furniture	399 (1)
..	5	22	44	‡	29	61·5	Drop forgings, etc.	399 (5)
..	17	50	11	—	22	30·7	Metal hollow-ware	399 (6) & (7)
..	13	28	13	14	32	437·9	Miscellaneous metal manufactures	399 (2) to (4) and (8) to (12)
..	10	35	11	21	23	1,103·9	Textiles	Order XIII
..	93	‡	‡	‡	7	167·9	Production of man-made fibres	411
..	7	50	16	13	14	114·9	Spinning and doubling on the cotton and flax systems	412
..	12	53	10	—	25	86·1	Weaving of cotton, linen, silk and man-made fibres	413
..	12	49	13	‡	26	226·6	Woollen and worsted	414
..	87	‡	‡	‡	13	15·9	Jute	415
..	17	31	—	—	52	8·8	Rope, twine and net	416
..	13	41	14	12	20	195·1	Hosiery and other knitted goods	417
12	33	28	‡	—	27	10·0	Lace	418
..	5	22	17	32	24	79·5	Carpets	419
..	17	46	11	..	26	22·2	Narrow fabrics	421
..	19	17	‡	—	64	41·4	Made-up household textiles and handkerchiefs	422 (1)
							Canvas goods and sacks, etc.	422 (2)
..	16	51	7	‡	26	86·0	Textile finishing	423
..	2	22	23	50	3	40·6	Asbestos	429 (1)
8	36	34	—	—	22	8·9	Miscellaneous textiles	429 (2)
..	23	33	‡	—	44	77·3	Leather, leather goods and fur	Order XIV
..	28	41	—	—	31	42·0	Leather (tanning and dressing) and fellmongery	431
13	19	29	‡	—	39	23·6	Leather goods	432
3	18	18	—	—	41	11·7	Fur	433
..	15	33	8	7	37	524·1	Clothing and footwear	Order XV
..	17	35	—	—	48	27·9	Weatherproof outerwear	441
..	9	35	12	15	29	104·8	Men's and boys' tailored outerwear	442
..	17	28	‡	—	55	59·9	Women's and girls tailored outerwear	443
..	15	39	7	‡	39	42·3	Overalls and men's shirts, underwear, etc.	444
7	22	28	4	—	39	91·9	Dresses, lingerie, infants wear, etc.	445
1	23	31	‡	—	35	10·0	Hats, caps and millinery	446
..	22	32	19	‡	27	38·5	Corsets and miscellaneous dress industries	449 (1)
..	34	28	‡	—	38	8·3	Gloves	449 (2)
..	11	41	11	12	25	140·6	Footwear	450
..	14	32	13	20	21	610·4	Bricks, pottery, glass, cement, etc.	Order XVI
.	27	54	‡	‡	19	110·4	Bricks, fireclay and refractory goods	461
.	5	41	27	18	9	66·9	Pottery	462
.	4	16	17	49	14	147·2	Glass	463
..	5	73	15	—	7	49·4	Cement	464
..	4	89	‡	‡	7	20·9	Abrasives	469 (1)
17	19	26	8	6	24	215·6	Miscellaneous building materials and mineral products	469(2)
..	21	28	7	1	43	481·5	Timber, furniture, etc.	Order XVII
11	24	32	8	‡	25	166·2	Timber	471
..	13	29	11	‡	47	171·3	Furniture and upholstery	472
7	25	22	18	‡	28	30·1	Bedding and soft furnishings	473
14	25	32	‡	—	29	59·1	Shops and office fittings	474
22	36	16	—	—	26	24·6	Wooden containers and baskets	475
22	25	24	‡	—	29	30·1	Miscellaneous wood and cork manufactures	479
..	11	29	14	21	25	1,252·5	Paper, printing and publishing	Order XVIII
..	3	33	21	34	9	181·2	Paper and board	481
..	8	37	23	15	17	117·8	Cardboard boxes, cartons and fibreboard packing cases	482 (1)
..	9	50	35	—	6	28·5	Packaging products of paper and associated materials	482 (2)
..	11	40	44	‡	5	57·8	Manufactured stationery	483
..	5	29	34	‡	32	74·4	Miscellaneous manufactures of paper and board	484
..	7	26	11	38	18	381·6	Printing and publishing of newspapers and periodicals	486
11	19	27	7	6	30	411·1	General printing, publishing, etc.	489
..	9	26	12	25	28	622·9	Other manufacturing industries	Order XIX
..	4	18	12	42	24	263·9	Manufactures of rubber	491
..	3	14	19	53	11	40·2	Linoleum, plastics floor covering, leathercloth, etc.	492
9	20	54	‡	—	17	15·3	Brushes and brooms	493
..	8	29	21	20	22	66·7	Toys, baby carriages, games and sports equipment	494
..	10	55	‡	‡	35	28·1	Miscellaneous stationers' goods	495
..	14	42	11	‡	33	172·8	Plastics products	496
13	19	25	9	—	34	35·9	Miscellaneous manufacturing industries	499

(Continued on next page)

CENSUS OF PRODUCTION, *continued*

Chart A

COMPARISON OF RESPONSE RATES FOR MANUFACTURING ORDERS OF THE STANDARD INDUSTRIAL CLASSIFICATION

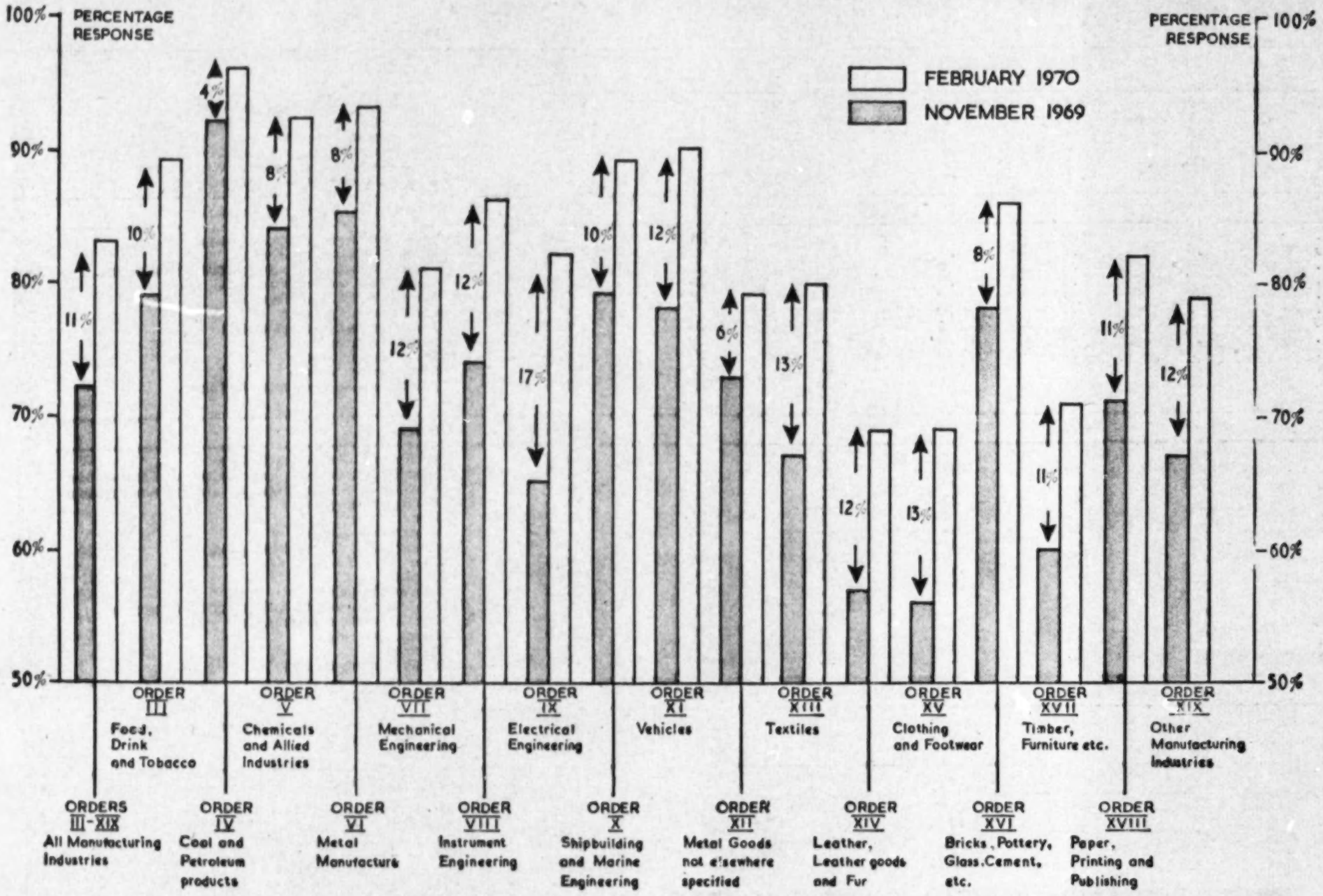
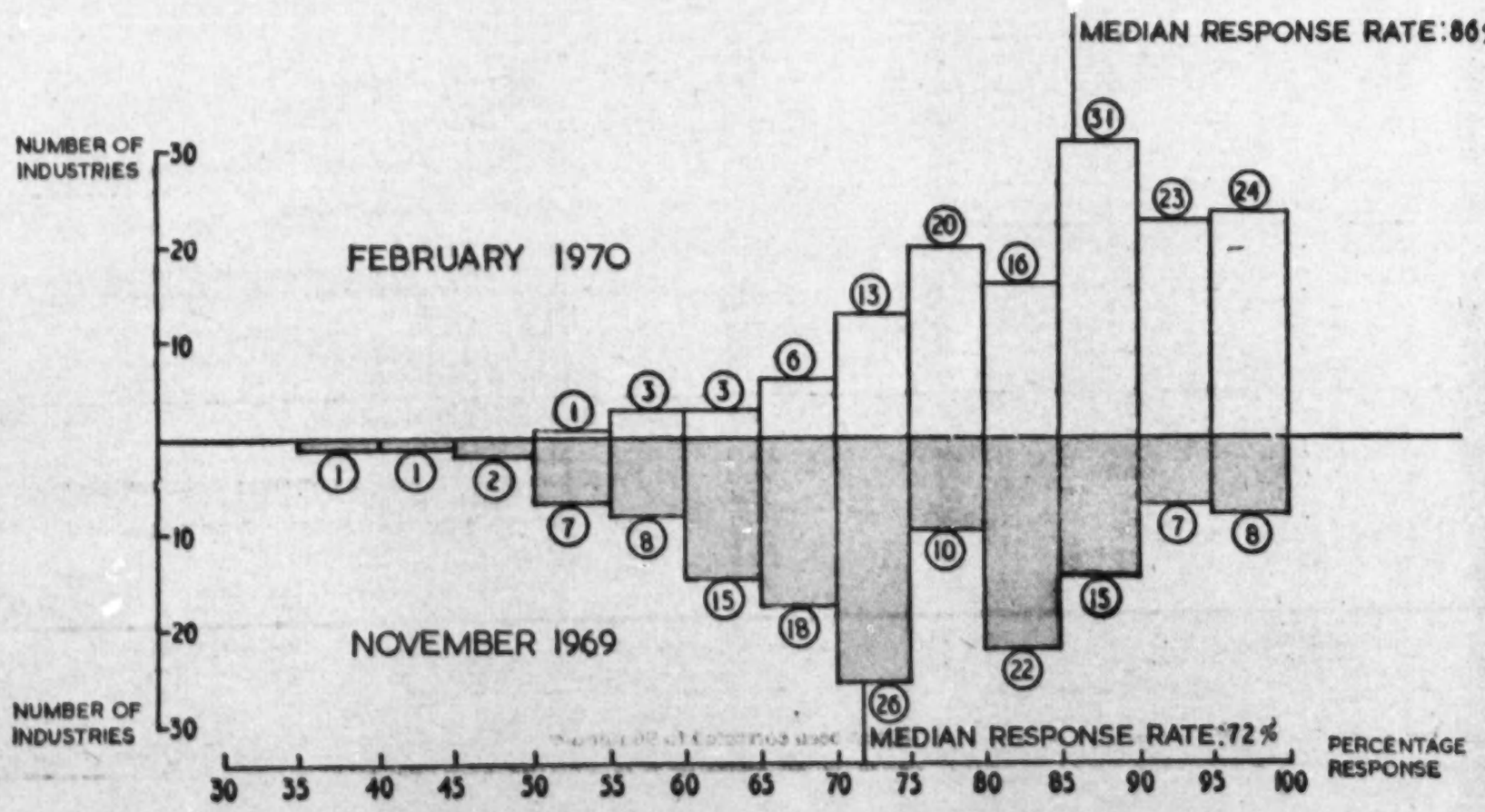


Chart B

DISTRIBUTION OF MANUFACTURING INDUSTRIES ACCORDING TO RESPONSE RATES


MEDIAN RESPONSE RATE: 86%
NUMBER OF INDUSTRIES
30
20
10
FEBRUARY 1970
NOVEMBER 1969
1 1 2 7 3 8 3 15 6 18 13 26 20 10 16 22 31 15 23 7 24 8
MEDIAN RESPONSE RATE: 72%
30 35 40 45 50 55 60 65 70 75 80 85 90 95 100
PERCENTAGE RESPONSE

identified and from this can be deduced differences in net output per head between size cells.

Considering manufacturing industries as a whole, the distribution of employment and net output between the size cells is very similar. Although the percentages of net output concentrated in the two largest size cells are slightly greater than the percentage of employment – indicating an above average net output per head in these groups (a similar feature was evident in the 1963 census data) – the variations are only small, and may be within the margins of error implied by non-response.

The similarity of the employment and net output distribution is repeated for each of the Standard Industrial Classification Orders except for Order IV – Coal and Petroleum Products and Order XIII – Textiles. In both cases the largest size group has a net output per head considerably higher than the average for the Order. In the case of textiles, however, non-response is high and the final results may show a rather different situation.

Although there is a general likeness in the employment and net output distribution for each of the Standard Industrial Classification Orders, the table shows that the level of concentration in individual size groups varies considerably from Order to Order. Order XI – Vehicles has a very large concentration of employment and net output in establishments employing 1,000 or more persons. Orders VI – Metal Manufacture and X – Shipbuilding and Marine Engineering also have this feature but to a lesser extent. On the other hand, Orders XIV – Leather, Leather Goods and Fur, and XVII – Timber, Furniture, etc. have only a relatively small employment in establishments employing 500 persons or more.

It is important to remember the non-response situation in examining the size distributions given in the accompanying table In some cases, response is good and the results may give a reasonable indication of the size distribution which will appear in due course as part of the final report. More frequently, however, response is unsatisfactory and the distribution of the non-responding establishments may significantly alter the size distributions given in the table.

Mr. Hiew Siew Nam, director, Public Works Department, describing the activities of his department to members of the mission from the Federation of Construction Equipment and Cranes which visited Singapore from March 19-23. This visit was one of many made by the mission to government departments, construction companies and shipyards during their stay. Also in the picture are from left to right: Mr. R. E. Hames (Aveling-Barford group sales), Mr. D. L. Roberts (Babcock & Wilcox (Operations) Ltd.), Mr. John Annetts (Federation of Manufacturers of Construction Equipment and Cranes), Mr. T. N. F. Smith (Thomas Smith & Sons (Rodley) Ltd.), Mr. F. Wildmore (Ruston-Bucyrus Ltd.), Mr. George Finlayson (Counsellor Commercial, Singapore), Mr. R. Spencer Leech (Winget Ltd.), Mr. M. Brown (Holman Brothers Ltd.), Mr. R. B. Dales (British Jeffrey-Diamond Ltd.), Mr. G. C. Kime (Marshall/Fowler). The British construction equipment industry sells equipment worth £2 million to Singapore each year.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (606 6699) *The department has 20 local offices in various parts of the United Kingdom. A list is given on page 488 of February 25 issue of the* Board of Trade Journal.

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for February, 1970 is 156 (1963=100). This is 9 points higher than for January, 1970 and 11 points higher than for February, 1969.

The index numbers for the main industrial groups with the increase on February, 1969 shown in brackets are: textiles 204 (+31 points); clothing 124 (+2); engineering and metals 131 (+3); food, drink and tobacco 114 (+7); timber and furniture 144 (+9); mineral products 144 (+41); other manufacturing industries 228 (+14); gas, electricity and water 214 (+8).

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Home Grown Timber for February 1970
Paper and Paper-making Materials for January 1970
Foam Backing, Foam Laminating and Fabric-to-Fabric Bonding for February 1970
Metalworking Machine Tools for January 1970

Quarterly at 7s. 6d. a year post free:

Warp Knitted Fabrics for Fourth Quarter 1969
Hosiery and other Knitted Goods for Fourth Quarter 1969
Cutlery for Fourth Quarter 1969
Synthetic Resins and Plastics Materials for Fourth Quarter 1969

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on March 18, on page 736.

Civil Aviation Series:

Airline Operations for December 1969 *and Year* 1969

A complete list of titles in the Civil Aviation Series is as follows:

Airport Activity (M)
Air Passengers (M)
Air Freight and Mail (M)
Airline Operations (M)
Airline Operations (Q)
Domestic Passenger Traffic (Q)
Air Passengers – international and cabotage (Q).

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, April 24, 1970.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
The Saints Went Marching Out	Br/E 34804	27	April 20	Rank Film Distributors Ltd.	Rank Advertising Films Ltd.
Entertaining Mr. Sloane	Br/E 34807	94	April 20	Warner-Pathe Distributors Ltd.	Canterbury Film Productions Ltd.
Hamlet	Br/E 34810	117	April 22	Columbia Pictures Corporation Ltd.	Woodfall Ltd.
Movietone News 2133	Br/E 34665	7	April 24	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2133A	Br/E 34666	8	April 24	" " "	" "
				FOREIGN	
The Only Game in Town	F 34805	113	April 20	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corporation
Shark Hunt	F 34806	10	April 20	United Artists Corporation Ltd.	Plaza Pictures-R.Y. Associates
Death by Hanging (Koshikei)	F 34808	117	April 22	Connoisseur Films Ltd.	SozoSha-A.T.S. Tokyo
Beethoven Symphony Number Nine	F 34809	68	April 22	" "	Cosmotel S.A. Zug.

Correction to the Register

The playing time of the film 'Last Day of the War' (F34781) registered on April ', 1970, has been corrected to 96 minutes.

Deliveries and orders in the engineering industries

THE LATEST INDEX numbers of production, deliveries and orders in the engineering industries give final figures for the whole of 1969 together with provisional figures for January and February 1970. An improved response to the inquiry for February allows publication of separate indices of production for mechanical, instrument and electrical engineering.

The general picture suggested by the latest figures may be summarized as follows.

1. There has been a decline in production over the latest three months in all three sectors (Table 1).

2. A corresponding although smaller decline has occurred in the deliveries of the wider group of engineering industries (Table 2) due entirely to a drop in deliveries the home market.

3. Although the February figures of net new orders have dropped, the three monthly comparisons suggest they are keeping up well with only a slight drop in home and a 4 per cent rise in export net new orders.

Description of the statistics

The volume indices of production in Table 1 relate to the engineering and electrical goods industries as defined in Orders VII, VIII and IX of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Table 2 relate to the engineering and electrical goods industries as defined in Orders VII-IX of the Standard Industrial Classification, together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order XI of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the methods adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be take not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

VISITORS FROM DENMARK

English-Electric – AEI Traction Ltd., who have been closely associated with the Danish State Railways since 1932, were hosts to 34 Danish locomotive drivers recently. The drivers were accompanied by Messrs. Risjberg-Thomsen and Bondeson, chief mechanical engineer and electrical engineer respectively, together with Messrs. Fagt and Kolbaek of Sophus Berendsen, EE-AEI agents in Denmark, for commercial and technical discussions with English Electric-AEI Traction, concerning the eighth extension of the Copenhagen Suburban Services. Seen here (left to right) are Mr. B. Fagt, of Sophus Berendsen, Mr. Risjberg-Thomsen, chief mechanical engineer – Danish State Railways, Leader of D.S.R. drivers party, Mr. Gardener, Mr. Kirby and Mr. Lake, publicity manager, manufacturing manager, Preston and managing director respectively of English Electric – AEI Traction Ltd., at Preston Station.

Table 1. Engineering and electrical goods SIC Orders VII, VIII and IX)

Index numbers of the volume of production and exports

	Production – Seasonally adjusted				Exports
	Total	Mechanical Engineering (†)	Instrument Engineering (‡)	Electrical Engineering (§)	(‖)
	1963 = 100				1961 = 100
1963	100	100	100	100	106
1964	109	109	108	109	105
1965	113	115	120	109	111
1966	122	123	122	121	116
1967	126	123	123	129	113
1968	131	126	135	137	126
1969	137	131	147	144	140
1967 1st qtr.	123	125	119	122	123
2nd qtr.	127	123	121	127	123
3rd qtr.	126	122	126	128	103
4th qtr.	127	122	127	131	102
1968 1st qtr.	128	123	135	135	132
2nd qtr.	131	125	132	140	128
3rd qtr.	131	126	137	138	116
4th qtr.	132	129	135	137	127
1969 1st qtr.	134	127	146	142	126
2nd qtr.	137	132	151	142	141
3rd qtr.	140	132	151	149	136
4th qtr.	139	134	144	147	153
1968 October	132	129	135	137	
November	134	130	136	138	
December	131	128	134	136	
1969 January	132	122	150	142	
February	133	128	141	138	
March	138	132	148	145	
April	135	128	153	143	
May	138	134	147	141	
June	137	133	154	141	
July	137	131	153	143	
August	139	131	151	149	
September	144	134	148	156	
October	139	132	151	148	
November	141	136	142	146	
December	136	135	130	139	
January† p	131	124	145	137	
February p	141	137	139	146	
Average:					
Latest 3 months	136	132	138	141	
Previous 3 months	141	134	147	150	
Percentage change	*– 4*	*– 2*	*– 6*	*– 6*	

p Provisional.
(†) Covers Minimum List Headings 331 to 349 of the Standard Industrial Classification.
(‡) Covers Minimum List Headings 351 to 354 of the Standard Industrial Classification.
(§) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(‖) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Orders VII-IX of the Standard Industrial Classification.

Table 2. Engineering industries (Orders VII, VIII and IX and part order XI (†) seasonally adjusted

Index numbers of the volumes of orders and deliveries (‡)

	Total			Home			Export		
	Orders in hand (end period)	Net new orders	Deliveries	Orders in hand (end period)	Net new orders	Deliveries	Orders in hand (end period)	Net new orders	Deliveries
	December 1963 (unadjusted = 100)	Average 1963 deliveries = 100		December 1963 (unadjusted = 100	Average 1963 deliveries = 100		December 1963 (unadjusted = 100	Average 1963 deliveries = 100	
1963	101	106	100	102	106	100	99	105	100
1964	119	122	109	120	125	113	118	113	102
1965	123	114	112	122	116	115	126	111	106
1966	118	115	119	117	118	121	120	108	112
1967	108	113	120	102	114	125	124	110	107
1968	108	125	125	99	127	129	133	120	115
1969	117	139	132	101	134	133	166	150	131
1967 1st quarter	112	104	119	112	106	122	114	99	111
2nd quarter	113	120	119	110	119	124	121	122	107
3rd quarter	112	117	121	108	119	127	124	112	106
4th quarter	108	109	119	102	111	126	124	104	105
1968 1st quarter	107	119	121	100	119	125	128	120	110
2nd quarter	104	118	127	98	124	130	124	108	117
3rd quarter	104	125	125	96	122	128	130	132	118
4th quarter	108	134	127	99	140	131	133	122	116
1969 1st quarter	111	136	127	99	131	130	145	149	120
2nd quarter	119	155	133	104	146	132	162	174	134
3rd quarter	116	124	133	100	120	133	162	134	133
4th quarter	117	140	136	101	139	136	166	144	136
1968 October	105	130	123	96	138	128	130	114	108
November	106	135	128	98	141	132	131	122	116
December	108	138	130	99	142	133	133	130	124
1969 January	107	136	126	98	135	128	133	139	121
February	109	138	127	99	129	131	140	158	118
March	111	134	128	99	127	130	145	149	121
April	118	182	126	106	184	129	152	169	121
May	119	146	134	106	137	133	157	169	136
June	119	137	138	104	117	135	162	184	146
July	115	91	126	100	84	125	159	108	128
August	115	137	132	100	137	133	160	138	130
September	116	144	142	100	139	142	162	156	142
October	116	141	139	100	141	139	163	143	140
November	117	140	133	100	139	135	165	143	128
December	117	139	136	101	137	134	166	144	141
1970 Januaryp	119	153	135	102	141	132	171	182	143
Februaryp	119	135	136	102	135	135	171	134	138
Average:									
Latest three months	119	142	136	102	138	134	171	153	140
Previous three months	117	142	138	100	139	139	165	148	137
Percentage change (§)	*+2*	*Nil*	*- 2*	*+1*	*- 1*	*- 4*	*+3*	*+4*	*+3*

p Provisional.
(†) Engineering and electrical goods (SIC Orders VII, VIII and IX), locomotives and railway track equipment, railway carriage and wagons, heavy commercial vehicles and wheeled tractors (Part SIC Order XI).
(‡) At constant prices.
(§) In the case of orders on hand, the percentage changes compare the level at the end of the latest months shown with the corresponding level three months earlier.

NATIONAL RESEARCH DEVELOPMENT CORPORATION

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.

Traffic of United Kingdom Airlines in 1969

Schedule services

DURING the course of 1969 recovery of airline business after two sluggish years became progessively more firmly established. In the year United Kingdom airlines carried over 13 million passengers and flew them over 10,000 million passenger miles. The number of passengers was 8 per cent more than in 1968, a rather larger increase than the average annual growth of 6 per cent a year in the five years between 1964 and 1969. This period includes the two years of near standstill 1967 and 1968. Over the previous five years to 1964 the average annual rate of increase was 16 per cent. The measure of these main indicators in recent years is set out in the table.

In recent years the average distance flown by the passengers of British Airlines has been increasing. This is indicated by the faster increase in passenger mileage which in the last five years has grown at an average rate of nine per cent a year, some three per cent a year faster than the growth of passenger numbers. In the previous five years the two measures increased at about the same rate.

The expansion of capacity offered by the airlines on scheduled services, measured in seat miles flown, has exceeded the increase in passenger traffic. There was a decline in average load factors from 61.5 per cent in 1965 to 56.2 per cent in 1968. With recovery in traffic in 1969 there was a modest rise in load factors to 57.5 per cent.

The weight of cargo carried by United Kingdom airlines in 1969 was little different from what it was in 1964. Indeed, apart from a high figure in 1966, when cargo was diverted to the air during the seamen's strike, there has been little variation. These total figures, however, include cargo carried on domestic services, which has been relatively stable, and cars shipped on the cross-channel vehicle ferries, which has been declining. Freight on international air services has been more buoyant and in 1969 the weight of cargo carried by British airlines was 15 per cent more than in 1968. The average rate of increase since 1964 was nine per cent a year. As with passenger traffic this figure is reduced by small increases in 1967 and 1968.

The following table shows the weight of freight carried by United Kingdom airlines on international air services in the last five years:–

	Th. Short tons	Percentage increase
1965	129	12
1966	155	21
1967	153	–1
1968	157	3
1969	181	15

Non-scheduled services

Charter business has continued to be the most buoyant activity of British airlines. The non-scheduled capacity sold in 1969 was 21 per cent more than in 1968. This increase was substantially higher than the average rate of growth of 15 per cent in the last five years. The average was however lowered by the experience of 1967 when there was only a very small increase. The expansion of the independent companies in this kind of business, in which many of them specialize was even more notable. The increase in 1969 was 24 per cent and the average rate of growth since 1964 was 21 per cent a year.

The number of passengers carried on non-scheduled services in 1969 exceeded 5¼ millions.

Statistics of United Kingdom airline operations are published regularly in the Business Monitor Series obtainable from HM Stationery Office by subscription. CA4 Airline Operations is published monthly and costs £1 per year. CA5 Airlines is published quarterly. It contains more extensive information about the operations of British airlines and includes details of their aircraft fleets and their utilization. It costs £2 10s. (£2.50np) per year.

Operating and Traffic Statistics of United Kingdom Airlines scheduled services

	Aircraft miles flown	Passengers carried	Passenger miles	Available seat miles	Passenger load factor	Freight carried (excl mail)	Overall load factor	Capacity 'sold'
	thousands	thousands	millions	millions	per cent	Short tons	per cent	Short ton miles (thousands)
1965	137,137	10,873	7,719	12,559	61·5	304,404	52·1	452,583
1966	143,749	12,059	8,295	13,750	60·3	359,925	53·3	587,962
1967	152,598	12,318	8,742	14,979	58·4	319,461	53·4	596,562
1968	154,040	12,205	8,764	15,608	56·2	304,452	52·7	664,579
1969	168,030	13,222	10,088	17,551	57·5	312,739	54·0	807,789
1968 1st Quarter	32,870	2,038	1,709	3,297	51·8	65,763	50·0	100,249
2nd Quarter	39,405	3,302	2,131	3,956	53·9	77,283	51·0	175,542
3rd Quarter	45,725	4,433	2,935	4,677	62·8	87,116	55·9	278,673
4th Quarter	36,040	2,432	1,990	3,678	54·1	74,290	52·9	110,113
1969 1st Quarter	34,375	2,196	1,876	3,507	53·5	74,256	53·7	113,974
2nd Quarter	42,953	3,584	2,448	4,457	54·9	81,754	52·5	224,656
3rd Quarter	50,578	4,690	3,469	5,344	64·9	86,635	56·8	332,754
4th Quarter	40,124	2,752	2,295	4,242	54·1	70,094	52·5	136,405

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Board of Trade (at either the Regional Office covering their area or Hillgate House, 35 Old Bailey, London, E.C.4). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature, relating to the product which the businessman is proposing to sell.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in February was 8 per cent less than in February 1969.

Statistics issued by the Wool Industry Bureau of Statistics show that in the two months January and February deliveries of woven fabrics (excluding blankets) were 13 per cent less than in the same period of 1969; deliveries of worsted yarn (excluding semi-worsted yarn) were 9 per cent less. Production of wool and hair tops was 9 per cent less but that of man-made fibre tops was 4 per cent more.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	Million lb.				Million sq. yds.			
1963	457·8	304·0	42·2	313·1	239·7	176·8	148·6	35·1
1964	418·3	265·2	56·8	325·8	233·3	177·1	148·3	32·9
1965	402·6	247·6	57·1	321·8	227·6	175·3	147·6	32·8
1966	388·2	229·8	62·9	314·7	220·9	168·4	133·9	30·5
1967	359·9	203·1	60·9	304·4	197·6	163·2	131·3	28·7
1968	391·4	213·0	80·2	324·9	216·6	162·4	132·3	32·7
1969	384·6	202·9	93·0	313·6	221·5	155·6	130·6	32·2
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	39·8	35·5	9·0
2nd qtr.	100·3	55·9	19·1	81·5	53·8	40·8	32·2	6·8
3rd qtr.	87·5	48·2	19·3	72·0	51·2	40·4	30·0	7·5
4th qtr.	100·6	51·9	22·8	86·5	56·9	41·5	34·6	9·4
1969 1st qtr.	105·4	55·3	23·9	86·3	58·0	37·9	34·9	7·9
2nd qtr.	100·6	52·8	22·7	82·9	57·2	40·8	32·2	10·2
3rd qtr.	84·7	45·7	21·6	66·3	48·9	38·8	29·6	5·6
4th qtr.	93·9	49·2	24·7	78·1	57·4	38·1	33·8	8·5
1969 Feb.	33·6	17·4	7·8	27·5	19·1	11·6	11·2	2·5
Mar.	33·7	18·4	7·8	26·7	18·9	11·8	11·3	2·2
Apr.	33·9	17·2	7·7	28·6	18·6	12·6	10·7	3·2
May	31·8	17·2	7·5	25·7	19·2	14·0	10·5	4·7
June	34·9	18·3	7·5	28·7	19·4	14·3	11·1	2·3
July	30·5	17·9	8·4	22·1	17·1	13·7	10·6	1·3
Aug.	23·0	10·6	5·0	20·5	14·1	11·0	7·9	1·9
Sept.	31·2	17·3	8·1	23·7	17·8	14·1	11·1	2·4
Oct.	33·5	17·4	9·0	27·5	21·2	13·7	11·9	2·7
Nov.	30·5	16·0	8·6	25·3	18·3	12·9	11·3	2·3
Dec.	29·9	15·7	7·2	25·3	17·9	11·5	10·7	3·5
1970 Jan.	31·8	17·5	9·0	25·8	17·8	12·0	10·5	2·8
Feb.	29·8	16·1	7·8	23·8	18·3	10·5	10·0	2·6

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weigh t of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In February deliveries of semi-worsted yarn were 1·3 million lb.

Textile and clothing industries: orders and deliveries

IN THE THREE MONTHS ending February net new orders received by the textile and clothing industries were provisionally estimated to have been 3 per cent more than in the three months ending November 1969: deliveries were 1 per cent less. Order books at the end of February were 2 per cent higher than at the end of November 1969.

The comparisons given above are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries†

Index numbers of the volume of total orders and deliveries (§)

	Orders-on-hand (end period)	Net new orders	Deliveries
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964	124	99	98
1965	121	98	99
1966	105	92	97
1967	114	93	91
1968	129	99	96
1969 p	124	96	97

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of man-made continuous filament yarn and finishing) in February 1970 was 1 per cent more than in February 1969.

Statistics issued by the Textile Council show that in the two months January and February the amount of cloth woven was at the same level as in the corresponding period of 1969. Production of single yarn was also at the same level while the amount of yarn doubled was 3 per cent more.

Production in the cotton industry

Annual totals and weekly averages

	Single Yarn (†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made fibre yarns and mixture yarn inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963 e	488·7	127·0	131·4	107·0	..	1,014·1	560·3
1964	508·1	145·9	136·1	120·0	40·7	1,033·1	610·1
1965	484·8	142·5	131·5	120·3	47·5	1,015·0	624·4
1966	455·7	136·2	123·1	110·2	62·2	915·3	616·6
1967	383·8	124·8	108·1	105·2	78·4	745·0	529·8
1968	377·4	148·7	110·0	114·6	113·6	730·7	554·8
1969† e	366·4	161·3	103·2	134·3	150·5	723·4	588·5
1969 January*	7·5	3·1	2·1	2·4	3·0	14·4	11·5
February	7·5	3·1	2·2	2·5	3·2	14·7	11·8
March	7·7	3·0	2·1	2·7	3·1	14·9	12·1
April*	7·0	2·8	2·0	2·5	2·8	13·9	11·0
May	7·5	3·3	2·1	2·7	2·8	14·4	11·6
June	6·6	3·0	1·9	2·4	2·8	15·0	11·8
July*	5·3	2·3	1·6	2·1	2·2	9·3	8·2
August	7·1	3·3	1·8	2·6	2·4	14·3	11·1
September	6·0	2·8	1·8	2·4	3·0	12·2	10·4
October*	7·5	3·5	2·1	2·9	3·0	14·7	12·2
November	7·4	3·6	2·1	2·8	3·4	14·8	12·3
December*	6·2	3·0	1·7	2·3	2·7	12·3	10·0
1970 January	7·1	3·5	2·0	2·7	3·3	14·2	11·6
February	7·3	3·5	2·1	2·7	3·5	14·9	11·6

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarns of cotton and cotton waste. (§) Deliveries.

Index numbers of the volume of total orders and deliveries (§)

	Orders-on-hand (end period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1967 1st quarter	104	104	89	90	90	91
2nd quarter	107	104	93	88	90	89
3rd quarter	100	105	81	94	88	91
4th quarter	114	114	109	100	96	93
1968 1st quarter	117	117	99	97	96	94
2nd quarter	129	125	106	104	95	97
3rd quarter	122	129	85	100	92	96
4th quarter	129	129	107	97	100	96
1969 1st quarter	133	134	103	101	99	97
2nd quarter	135	131	101	99	100	102
3rd quarter	124	131	82	95	92	96
4th quarter	124	124	99	90	99	95
1968 December	129	129	88	99	87	95
1969 January	130	130	94	99	91	95
February	133	133	110	105	103	98
March	133	134	103	97	102	97
April	135	135	101	100	95	99
May	137	132	102	98	99	101
June	135	131	101	100	105	106
July	133	132	80	97	86	94
August	128	132	74	92	89	95
September	124	131	91	98	102	100
October p	125	129	107	90	104	94
November p	128	124	113	92	105	97
December p	124	124	78	87	87	94
1970 January p	127	127	99	104	91	95
February p	126	126	101	96	105	100

(†) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (§) At constant (average 1958) prices.

Exhibitions and Fairs

Children's wear at Cologne

A report from the Commercial Department, British Embassy, Bonn

COLOGNE has once again been the meeting place of international buyers and manufacturers supplying the growing market for the needs of the child. The attraction was the International Fair 'For the Child' held on April 17 to 19, somewhat later this year because of the Easter holidays, which maintained its reputation of being one of the main international events for this market. It attracted some 9,320 trade buyers, including 2,120 foreign buyers from 31 countries. The international press was represented by visits from 361 journalists.

Of the 402 direct exhibitors, 84 were foreign firms. The Board of Trade in conjunction with the National Children's Wear Association, seven of whose members exhibited, and the British Nursery Goods Association, 10 of whose members exhibited, and one independent exhibitor represented British industry at this event. Britain sent the second largest contingent of foreign exhibitors, many firms exhibiting at this fair for the first time.

In the section devoted to clothing the products exhibited emphasized the trend towards high fashion in children's clothing suggested by the ever-increasing range of colour shades being offered. Easy care garments are now an established fact, and exhibitors generally no longer especially feature this aspect of their garments.

The British exhibitors met the challenge of domestic and foreign competition and attracted a steady flow of inquiries and orders. Baby Chic Ltd., exhibiting for the first time, were well pleased when their order book at the close totalled 15,000 garments. German departmental stores buyers were active among the British exhibits sampling fur coats, fur-trimmed coats and other outer clothing for their autumn and winter collections. Representing the classic English styles and tailoring, Rowes of Bond Street Ltd., also exhibiting for the first time, were able to open new accounts. Other British firms obtained agency inquiries and will be establishing through these agents a distribution for their products in Europe.

The exhibits in the nursery articles section found interest from buyers, with their attention to design. The safety of the child in the home, in the pram and in the car is clearly being given increased emphasis. British manufacturers of safety harnesses, car seats, chairs for the home and safety gates received inquiries from many buyers. Exhibitors of hygiene articles for the child obtained inquiries and questions from new and established contacts. Anthony Graham Designs, with their exhibition of adaptable and colourful children's furniture, found not only interest from buyers, but also from German television.

Orders were booked from many countries, mainly EFTA countries, followed by South Africa, Holland and Italy, as well as Germany.

Generally, prices for children's wear on the German market have not increased substantially, but increases of up to 5 per cent at the beginning of the year were quoted. A spokesman pointed out that wages and on costs have increased by as much as 20 per cent. But the upward trend in prices has been restrained by the highly competitive nature of the market. He anticipated that prices of the collections shown in the autumn would have to reflect the increased costs.

This could give opportunities to British exporters. British exhibitors at this event expressed their intention of returning to Cologne.

Queen's Award exhibition at BoT headquarters

THE QUEEN'S AWARD for Industry is the theme of an exhibition designed and erected by the Central Office of Information in the foyer of the Board of Trade head office at 1 Victoria Street, London, S.W.1. The exhibition is dual-sided – it can be seen from outside the building as well as in – and honours the achievements of Imperial Chemical Industries Ltd., and Rolls-Royce Ltd., who have won the Award every year since its inception in 1966.

The exhibition is open to the public, and will be open for the next two weeks. It is hoped that this will be the first of several such exhibitions.

Scottish promotion in Belgium

HOLIDAYMAKERS visiting the Belgian coastal resort of Knokke-Le-Zoute this Whitsun will find that the town has 'gone Scottish' in a big way. Streets and shop windows will be decked with flags and banners to welcome them to a 'Scottish Weekend' promotion which has been organized at the resort and the neighbouring town of Albert Plage by the Scotch Whisky Association.

The promotion, which will run from May 16 to 18, will feature whisky, and, it is hoped, Scottish jewellery, tweeds, foodstuffs and confectionery. To add to the Scottish flavour, the pipes and drums of the Gordon Highlanders will be giving frequent concerts, there will be displays of sword dancing and Scottish dancing, and a window-dressing competition with a Scottish theme for which the Scottish Tourist Board is offering a prize of a holiday in Scotland. A cavalcade of veteran cars, a parade of current British cars and a ball in the Casino should all prove popular attractions at a time when the permanent population of the town is augmented by about 100,000 visitors and some 20,000 day-trippers.

The British Consul-General at Antwerp is expected to attend the promotion, which has the enthusiastic support of local traders. The Scotch Whisky Association hopes to use the experience gained from this weekend to stage similar events throughout the Continent.

Export orders won at Electrex 70

SEVERAL VALUABLE EXPORT ORDERS and inquiries were reported during Electrex '70, which closed on April 15. Part of an $8.2 million contract for the Metropolitan Transportation Authority, New York, was displayed by English Electric Hewittic Rectifiers Ltd. Oldham Batteries (Manchester) Ltd. announced a £30,000 order from Pakistan for batteries to be used on telephone exchange duties. Inquiries have been received by Plus Lighting Ltd., of London, from South Africa, Malta, Cyprus, the United States, France and Malaysia.

Simplex GE Ltd., the company jointly owned by Tube Investments and General Electric Co. (USA), won an order for control equipment worth over £80,000 for a Canadian paper mill. An order of similar value, for an oil refinery in Canada, was placed with Walmsley (Bury) Ltd.

Announcing trade figures for the electrical industry during the exhibition, Mr. George Parker, chairman of Electrex '70, said that exports during February were more than £200,000 up on the January figures. The United States was our best customer in February, said Mr. Parker, taking goods worth a total of £4,149,000 followed by Australia at £3,169,000 and South Africa at £2,743,000.

Total attendance at the 15th Electrex was 83,000, from 83 countries. Already several hundred inquiries have been received for invitations to the 1972 exhibition.

Mr. John Barker, project manager of Walmsley (Bury) Ltd., handing an £80,000 order to Bill Christiana, managing director of Simplex-GE Ltd., on the TI stand at Electrex '70. The order, for a Canadian paper mill, came only 48 hours after the announcement of another £80,000 order for similar equipment for a Canadian oil refinery.

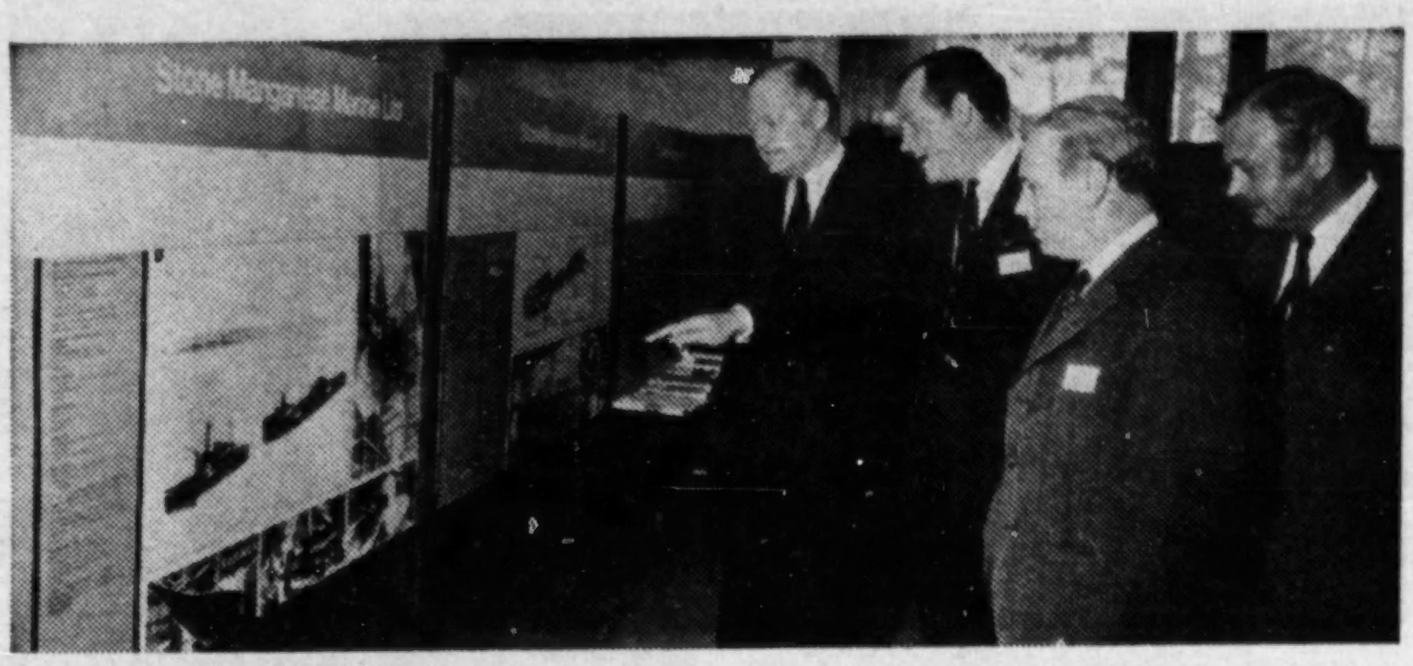
BMEC Forum goes to Gothenburg

by J. O. May, CBE, British Consul-General in Gothenburg

FOLLOWING a similar display the previous week in Helsinki, as part of the 'Britain in Finland 1970' trade drive, the British Marine Equipment Council organized a 'Forum' at the Svenska Mässan (the buildings of the Swedish International Fair Authority) in Gothenburg on April 13-14. Mr. J. Beveridge, the BMEC chairman (and director and general manager of Hamworthy Engineering Ltd., one of the participating companies) was present together with the Council's director and secretary, Mr. D. Maxwell, and the other 17 firms were all represented by senior executives. The firms participating at the Forum covered a wide range of marine equipment, including steering gear and stabilizers, propulsion gear units, propellers, instrumentation and control equipment, computer centred navigation and radar processing, diesel engines, galley equipment, and so on.

In the spring of 1967 the British Marine Equipment Council had organized at the Svenska Mässan a joint venture stand at the 7th International Sea Transport Exhibition at which the participating member companies had exhibited their equipment. Though the Forum which has just taken place here and in Helsinki was also a joint venture, with the support of the Board of Trade and the technical assistance of the Central Office of Information, its primary purpose was on this occasion to promote technical and commercial discussions, in congenial surroundings, between the participating British firms and their Swedish customers, actual and potential. Instead of stands the participating companies illustrated their products on pre-prepared panels mounted on interlocking screens, though Thomas Bishop Ltd. of Glasgow had a scale model of some of their galley equipment. There was also a separate stand, organized as a centrepiece to the Forum by BMEC, the Central Office of Information and the Board of Trade, dealing with the QE2.

There was no formal opening ceremony, but BMEC had sent invitations, both to the Forum and to buffet luncheons on each of the two days, to local shipowners, shipbuilders, shipping organizations and others likely to be interested in British maritime equipment. The number of visitors to the Forum on the first day hardly came up to expectations, but there was a noticeable improvement on the second day, and among the visitors were senior officers of the Swedish Navy, from Stockholm as well as from Gothenburg. Several of the participating firms reported receiving interesting inquiries with prospects of new orders, and there seemed to be no doubt that, despite its slow start, the Forum was an experiment which proved itself to be well worth while.



A report on the British Marine Equipment Council's Forum in Helsinki was published in last week's Journal. *Here Mr. B. N. Preston, sales director, Stone Manganese Marine Ltd., (second from left), explains his company's products to, left to right: Mr. W. B. J. Ledwidge, British Ambassador to Finland; Mr. J. Beveridge, chairman, BMEC; and Mr. A. H. Reed, Commercial Counsellor, British Embassy, Helsinki.*

The QE2 was featured at the BMEC Forum in Gothenburg on a stand organized by the BMEC, the COI and the Board of Trade. Looking at the display are Mr. J. Beveridge, chairman of the BMEC (left), and Mr. Nils Grenander, chairman of the Swedish Shipowners Association in Gothenburg.

British textiles in Luxembourg

BRITISH clothing and cosmetics to the value of £30,000, were bought in by the Luxembourg textile store group of Monopol Scholer for their British promotion which was opened by the British Ambassador to Luxembourg, Mr. Dugald Malcolm, on April 17. This new buying figure is equivalent to nearly 75 per cent of Britain's total exports of clothing and cosmetics to Luxembourg in 1969.

In their opening speeches, both Mr. Malcolm and Mr. Nic Scholer, a member of the family who owns the stores and initiated the promotion, stressed that British exports were showing at present a remarkable surplus and that they hoped that this occasion would be the start of an increasing trade between Britain and Luxembourg.

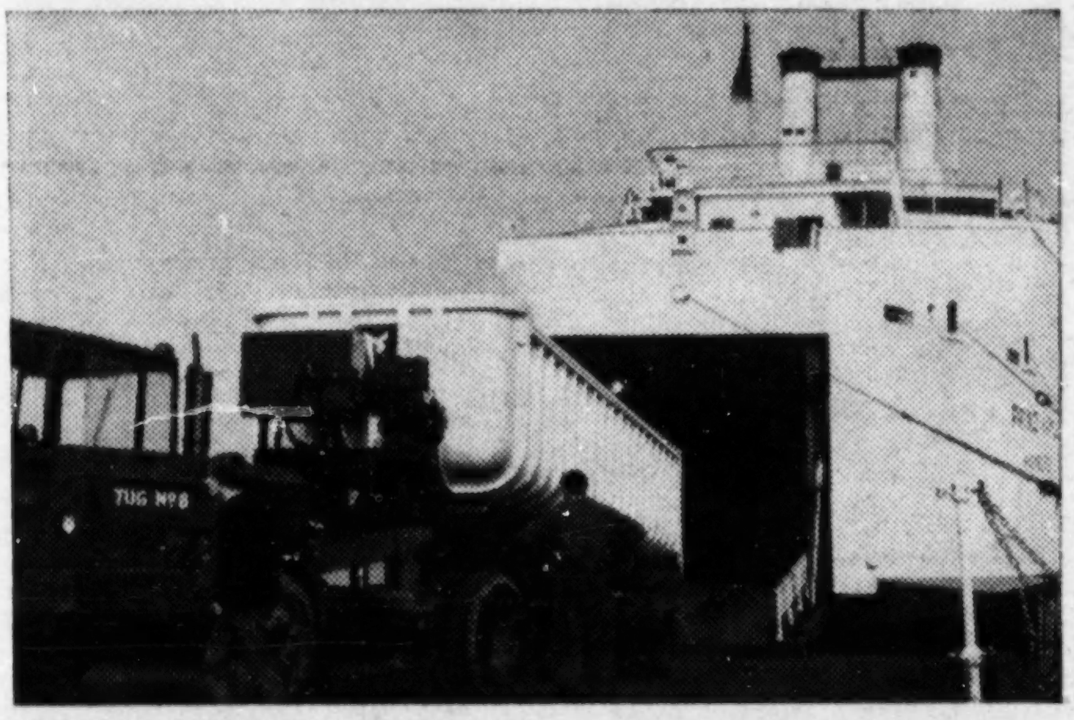
During their first British promotion in 1966, the store purchased £10,000 worth of British goods, so that buying for the present promotion is three times that amount.

Suits and woollen sweaters for men, ladies' dresses, blouses and skirts, children's dresses, ties, and underwear from some 25 British manufacturers were on sale at the two Luxembourg city stores and at the Esch branch of the group, whose other four stores in the industrial south also featured a selection of British goods. Cosmetics, too, were featured prominently, and added to the attraction of buying British.

In support of the promotion, the company's largest branch, at Luxembourg-Gare, turned its cafeteria into a replica of a British pub, the Britannia Inn, selling Whitbread's beer and Scotch. The pipers of the Queen's Own Highlanders, Edinburgh, and two policemen from Bradford City Constabulary added to the British flavour, and the promotion was supported by display material provided by the Board of Trade and the COI. Widespread advertising and editorial coverage in the local press indicated the enormous impact of the event on the citizens of Luxembourg, and this translated well into terms of sales. On the first full day of the promotion, these were up by 34 per cent on the figure for the same day last year.

The sales figures and the widespread publicity for British goods achieved by the promotion have created a twofold success story, and promise well for future sales in this small but prosperous country.

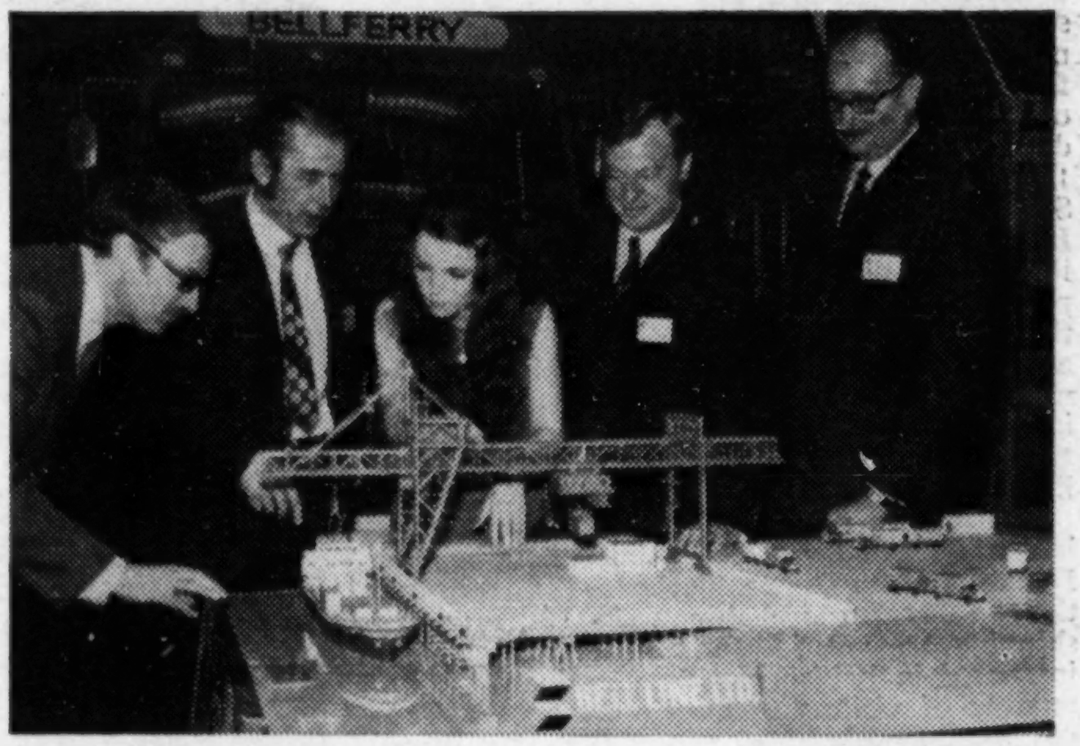
Fashion shows and collections presented as part of the London Fashion Fortnight were among events attended by a BNEC sponsored mission of Portuguese journalists in London from April 12 to 19. At a reception given by the British Menswear Guild for the mission are (left to right): Dr. Joaquim Letria; Mme. Gina de Freitas; Mr. D. P. Rose, Bonsoir Ltd.; Sir James Hutchison, BNEC; Mme. Vera Lagoa, Sra. Conceicao Gomes da Silva; and Mr. Myron Ackerman, chairman of the BMG.



As part of a sustained and successful export drive, Crane Fruehauf Trailers Ltd. have been exhibiting three semi-trailers on their stand at the Belgrade International Vehicle Fair (April 18-26). This follows last year's successful showing at the Budapest International Trade Fair. Picture shows the Crane Fruehauf semi-trailers and other exhibits on the first stage of their long haul to Yugoslavia.

Pictured on the British Carpet Centre Information Stand at the Gothenburg Interior Decorating Fair (left to right): Mr. J. O. May, British Consul-General; Mr. G. H. Davidson, director, British Carpet Centre; and Mr. T. H. Abraham, British Consulate-General.

The successful DISPO '70 – Britain's first exhibition and conference for the disposables industry at the Mount Royal Hotel, London, earlier this month attracted 'enormous overseas interest,' reports the organizers. Buyers visiting the exhibition came from Australia, Canada, New Zealand, Austria, Belgium, Denmark, Finland, France, Germany, Holland, Hungary, Italy, Japan, Switzerland, and the United States; well over 20 per cent of delegates at the conference were from overseas countries.



Mr. George Hollwey (managing director of the George Bell Group of shipping and transport companies and second from the left in the picture) explains the layout of a typical Bell container terminal to Dana, Ireland's Eurovision Song Contest winner, who was one of the 200 guests at a recent one-day exhibition of container techniques which the group held in London. Picture also shows (left to right): Mr. Emil Kaspers, general operations manager of Bell Lijn NV; Mr. L. V. Smith, managing director of Bell Line; and Mr. Raymond Antoinet, Bell Line's commercial manager for Italy.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

British Pavilion at Rand Easter Show 'an outstanding success'

A report from the British Consulate-General, Johannesburg

THIS WAS the twelfth year of the permanent British Pavilion in the Rand Easter Show in Johannesburg, held from March 24 until April 6. In past years the themes of the British exhibitions here have been such widely-varying concepts as textiles, transport, design in the home, equipment for agriculture, leisure, and in 1969 'Enterprise Scotland'. This year the theme was 'Britain Brightens the Home' and 47 manufacturers displayed a wide assortment of consumer durables, ranging from the latest hi-fi equipment to tough tools for engineers and handymen. It would be invidious to single out specific stands for mention, but by common consent the displays of china were considered especially attractive.

Jointly sponsored by the Board of Trade and the British National Export Council, the overall design of the exhibition was outstanding and this allied to the extreme care and attention to detail given by all exhibitors to the dressing of their stands made a most impressive all-round display.

Certainly the British Pavilion with its verve, colour and design proved an outstanding attraction to the show and this year a record number of visitors attended, the final total being 330,000 – no less than half the total number of visitors to the Rand Show, which itself achieved record attendance figures. It surprised few that the pavilion won the organizing Society's Gold Medal for general excellence, the tenth occasion on which this award has been won in the 12 years of the pavilion's existence. When it was also announced that the British Pavilion had won the Grand Challenge Cup for National Pavilions, despite the keenest competition from the many other national pavilions, an enormous fillip was given to the enthusiasm of the exhibitors.

A total of 350 guests and press attended the opening reception, which was addressed by HM Ambassador, Sir Arthur Snelling, in Afrikaans and in English. Among the distinguished visitors on other occasions were Mrs. Fouché, wife of the State President, who graciously accepted a small token of her visit presented by Sir Arthur Snelling on behalf of all the exhibitors; Dr. Diedrichs, the Minister of Finance; Mrs. Schoeman, wife of the Deputy Minister of Agriculture; and the Mayor of Johannesburg.

It is always difficult to evaluate the amount of business done at an exhibition and even more difficult to assess longer term results, but there is good reason to think that the total immediately attributable to the exhibition was in excess of £240,000, with a further total of £343,000 expected within the next 12 months.

But apart from the direct results attributable to the exhibition there are many side effects which may well prove at least as important. An arresting shop window was provided for British consumer durables seen by 330,000 people and this, together with strong co-operative advertising and publicity linked to radio broadcasts, made a powerful positive impact. Again, the exhibition was a focal point, attracting many principals from Britain, allowing them to see at first-hand the vast potential of the South African market. Moreover, the visits of principals who came primarily because of the show frequently brought to fruition deals that had been pending for some time.

Other countries exhibiting in their national pavilions included France, the Federal Republic of Germany, Italy, Japan, Portugal, China, Malawi and Rhodesia.

Sir Arthur Snelling (right), British Ambassador to South Africa, watches as Mr. Richard Elliot, sales director of C. & J. Hampton, demonstrates the new 'Record' tube and conduit bending equipment at the Rand Easter Show in Johannesburg. Mr. Elliot, who returned to Britain last week after a month's tour of South Africa, said that the Record display of combination planes, corner cramps, holdfasts and 'Corrucut' grooving attachments, plus the tube and conduit bending equipment, produced a continuous stream of earnest inquiries. As a result Hampton's distributors are already preparing new import indents.

British Engineering Week in Prague

THE SIXTH British Engineering Week in Prague will be held from November 16-20 in the House of Communications, as on the last two occasions. This event is organized by the London Chamber of Commerce, in conjunction with the Board of Trade, under joint venture terms. This Week is sponsored by appropriate Government departments and the Czechoslovak Chamber of Commerce. As before, there is particular emphasis on the electronic and electrical industries, underlining the growing market for this type of equipment in Czechoslovakia and a comprehensive list of subjects in which Czechoslovakia is particularly interested will be available shortly.

The event will consist of an exhibition held with a symposium of technical lectures and films. The exhibition and symposium will enable experts from British companies to demonstrate and describe new techniques and developments in British machinery and industrial equipment.

Over 4,000 individual invitations will be sent out to engineers, designers and executives at the Foreign Trading Corporations, the Ministries and Czechoslovak industry.

Full details of this event are available from Sam Black, Exhibitions Department, London Chamber of Commerce, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444, Ext. 10).

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

A London bus is swung aboard the freighter 'Annie Johnson'. Two buses, two taxis and several street lamps are being shipped out by Alltransport Ltd., the international freight forwarder, for establishing in Arizona an authentic atmosphere for the 140-year-old London Bridge, now being re-assembled at Lake Havasu City.

Canadian store promotions: opportunities for UK consumer goods

THE HUDSON'S Bay Company is celebrating its Tercentenary Anniversary this year, and to mark the event store-wide promotions are being organized throughout the year in the eight large and 25 medium size department stores and the 217 Northern stores of the company. The promotions, and the full programme of supporting events, vary in theme from the company's unique contribution to Canadian history to its present prominence in the field of retail sales.

The Hudson's Bay Company staged very successful all-British promotions in several of its larger stores in 1966 and 1968. British manufacturers wishing to investigate the possibility of participating in the Tercentenary promotions should contact the company's London Buying Office: Associated Merchandising Corporation, 1B, Baker Street, London, W.1.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

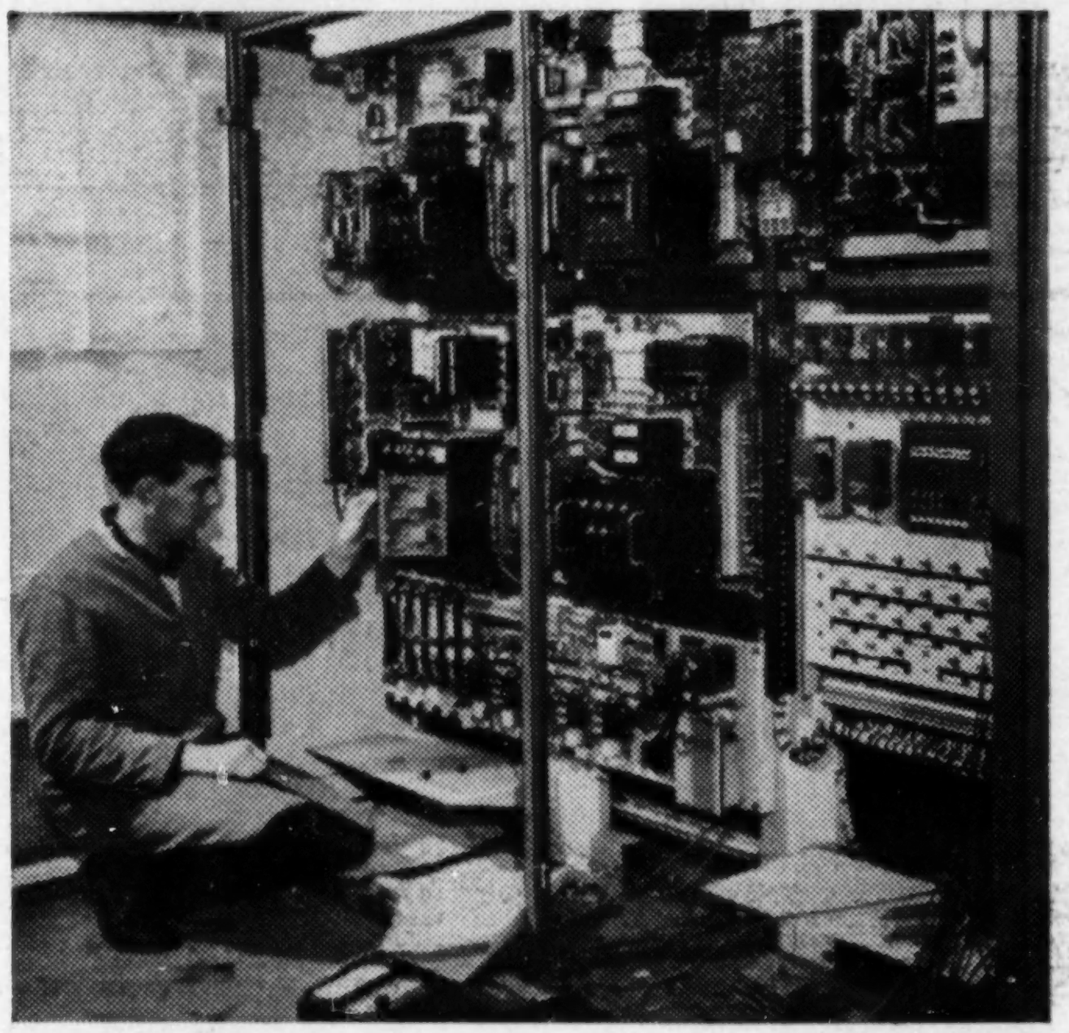
United Kingdom aid to developing countries

Indonesia

AN AGREEMENT under which Britain is making a loan of £1.5 million to Indonesia for the purchase of a wide range of British goods has been signed in Djakarta. The loan, for 25 years, is interest free and has a seven-year grace period for repayments.

The loan follows the announcement made by the British delegate to the Inter-Government Group on Indonesia meeting in Amsterdam last December, when Britain said she would make available to Indonesia in 1970/71 £1.5 million in programme aid and £750,000 in project aid, both amounts to be exclusive of any carry forward balances from the old year. Provisional figures for 1969/70 show that in the last financial year British aid made available in various forms to Indonesia amounted to over £2,500,000.

Inquiries relating to this notice should be addressed to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2258) quoting reference number CRE 22148/G.



Fifteen 'Varisil' thyrister-controlled machine drives, worth about £25,000, have been ordered from Brush Electrical Engineering Co. Ltd., of Loughborough, a Hawker-Siddeley Electric company, for British extrusion equipment being exported to West Berlin. The photograph shows one of the 'Varisil' drives being tested at Brush Electrical's Loughborough works.

Double taxation

United Kingdom and Israel

THE BOARD of Inland Revenue announce that a protocol amending the Double Taxation Convention between the United Kingdom and Israel was signed in London on April 20. The protocol is subject to ratification.

The text will be published shortly as a schedule to a draft Order in Council.

Italy and Republic of Korea

IN A CIRCULAR dated March 13, 1970, the Italian Minister of Foreign Trade announced that, following the decision of December 8, 1969, by the Council of the European Communities authorizing the extension, the Trade Agreement signed between Italy and the Republic of Korea on March 9, 1965, has been tacitly renewed for a further year until March 8, 1971.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 7068, 7069).

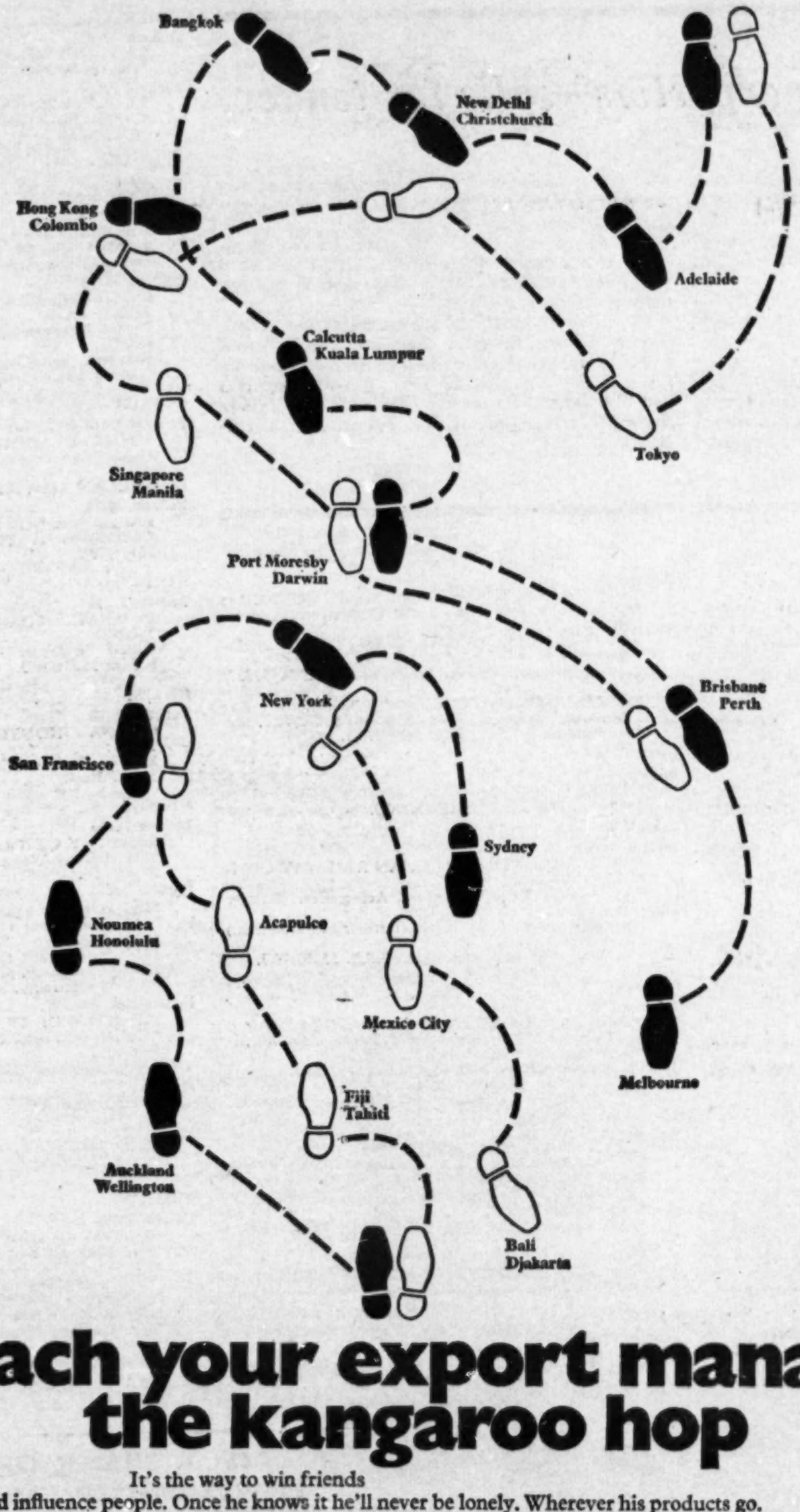
Hints to businessmen booklets

REVISED EDITIONS of the booklets on The United Arab Republic (Egypt), Kenya and Greece have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Board of Trade, Room CO7, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. 01-248 5757, Ext. 7146, or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.



teach your export manager the kangaroo hop

It's the way to win friends and influence people. Once he knows it he'll never be lonely. Wherever his products go. Qantas invented it. And Qantas hold 17 'Hops' a week. Direct flights from London to Australia and the South Pacific. *No delaying transhipment of goods once they leave London.* And with roll-on, roll-off palletised cargo service Qantas are almost as fast on the ground as they are in the air. The Kangaroo Hop is modern from start to finish. Lessons are free—and the 'real thing' costs much less than you think. Qantas. We're Australian. And we sure get around. Shall we dance? See Qantas or your cargo agent.

QANTAS
AIR CARGO

Qantas, with Air India and BOAC.
Direct flights to Brisbane, Darwin, Perth, Sydney (and Melbourne from July 1st)

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin**. *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 (*Deposit Accounts*), *Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ALGERIA

Bulletin 76/70

ALGERIAN METEOROLOGICAL AND AERONAUTIC AUTHORITY:
No Visibility Landing System. May 27. E.S.B. 56320/70/J.
Radio Beacons. May 27. E.S.B. 56322/70/J.

ARGENTINA

Bulletin 73/70

SERVICIOS ELECTRICOS DEL GRAN BUENOS AIRES:
***28s. (In Spanish.) Meters. May 13. E.S.B. 56135/70/J.**
25s. (In Spanish.) Socket Boxes, Meter Boxes. May 13. E.S.B. 56124/70/J.
***23s. (In Spanish.) Contact Units. May 20. E.S.B. 56134/70/J.**

Bulletin 75/70

DIRECCION NACIONAL DE CONSTRUCCION DE ELEVADORES DE GRANOS:
Grain Loading Elevators. May 19. E.S.B. 56198/70/J.

Bulletin 76/70

ELECTRICIDAD DE MISIONES SOC. ANON:
Cable; Construction of Power Line. (Further Information.) E.S.B. 54626/70/J.
Construction of Transformer Stations. (Further Information.) E.S.B. 54627/70/J.
SERVICIOS ELECTRICOS DEL GRAN BUENOS AIRES:
***Alternator Sets. June 3. E.S.B. 56211/70/J.**
***32s. (In Spanish.) Manhole Covers. May 20. E.S.B. 56122/70/J.**
***72s. (In Spanish.) Jointing Boxes, Distributor Boxes. May 20. E.S.B. 56123/70/J.**
***45s. (In Spanish.) Transmission Line Materials. May 13. E.S.B. 56125/70/J.**

AUSTRALIA

Bulletin 72/70

DEPARTMENT OF SUPPLY:
High Frequency Communication Receivers. (Advance Information.) Closing date not stated. E.S.B. 55940/70/J.
Telephone Timing Clocks. May 26. E.S.B. 55911/70/J.
DEPARTMENT OF CIVIL AVIATION.:
Channel Link Systems. June 9. E.S.B. 55913/70/J.
DISTRICT CONTRACT BOARD:
Expansion of Radio Links. June 10. E.S.B. 55941/70/J.

Bulletin 73/70

POSTMATER GENERAL'S DEPARTMENT:
***15s. S.T.T. Telephones. (Further Information.) E.S.B. 55613/70/J.**

Bulletin 74/70

SHIRE CLERK, WOONGARRA SHIRE COUNCIL::
***56s. Sewage Treatment Works Equipment. May 18. E.S.B. 56081/70/J.**
NORTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
Turbo Generator. (Further Information.) E.S.B. 55827/70/J.
ELECTRICITY COMMISSION OF N.S.W.:
Sub-Station Equipment. May 25. E.S.B. 56202/70/J.
Transformers. June 1. E.S.B. 56197/70/J.

BELGIUM

Bulletin 74/70

SHAPE:
***Vehicles. May 22. E.S.B. 56255/70/J.**

BOLIVIA

Bulletin 75/70

MIXED ARGENTINE-BOLIVIAN RAILWAY COMMISSION:
***11s. Railway Track Points and Accessories. (Further Information.) E.S.B. 55855/70/J.**
***9s. Corrugated Iron Pipe. (Further Information.) E.S.B. 55856/70/J.**
***9s. Wire. (Further Information.) E.S.B. 55857/70/J.**

BURMA

Bulletin 74/70

MYANMA EXPORT IMPORT CORPORATION:
***3s. Galvanized Iron Wire. May 25. E.S.B. 56168/70/J.**
***3s. Telephones. May 25. E.S.B. 56192/70/J.**
***3s. Electric Motors. May 25. E.S.B. 56193/70/J.**
***3s. Steel Wire. May 25. E.S.B. 56194/70/J.**
***12s. Workshop Machinery and Equipment. May 18. E.S.B. 56095/70/J.**

Bulletin 75/70

PUBLIC WORKS CORPORATION:
***17s. Steel Wire. June 8. E.S.B. 56199/70/J.**
MYANMA BAWDIN CORPORATION:
***3s. Telephone Exchange and Equipment. May 25. E.S.B. 56167/70/J.**
***3s. Transmitters and Receivers. May 25. E.S.B. 56191/70/J.**
***3s. Cables. May 25. E.S.B. 56169/70/J.**
PORT OF RANGOON MANAGEMENT BOARD:
***3s. Hand Tools. May 19. E.S.B. 56090/70/J.**

CANADA

Bulletin 76/70

MANITOBA HYDRO:
Power Transformers. May 25. E.S.B. 56318/70/J.

CHILE

Bulletin 72/70

LA JUNTA DE ADELANTO DE ARICA:
***18s. (In Spanish.) Vehicles. May 26. E.S.B. 55910/70/J.**

Bulletin 76/70

EL SERVICIO NACIONAL DE SALUD:
***3s. (In Spanish.) Oxygen Cylinders. May 12. E.S.B. 56212/70/J.**

COLOMBIA

Bulletin 72/70

EMPRESA DE ENERGIA ELECTRICA DE BOGOTA:
Steel Towers and Accessories. June 1. E.S.B. 55909/70/J.
MINISTERIO DE OBRAS PUBLICAS:
Soil and Paving Laboratories. May 26. E.S.B. 55935/70/J.

Bulletin 73/70

INSTITUTO COLOMBIANO DE ENERGIA ELECTRICA:
Control Equipment. May 12. E.S.B. 56120/70/J.
ICCE:
Furniture and Equipment. (Advance Information.) Closing date not stated. E.S.B. 56119/70/J.

CYPRUS

Bulletin 75/70

POLICE HEADQUARTERS:
Radar Speed Timers. May 30. E.S.B. 56200/70/J.

DOMINICAN REPUBLIC

Bulletin 74/70

FALCONBRIDGE DOMINICANA:
Construction of Pipeline. (Pre-qualification.) E.S.B. 56126/70/J.

ETHIOPIA

Bulletin 73/70

IMPERIAL BOARD FOR TELECOMMUNICATIONS:
Radio Telephone Terminals. (Further Information.) E.S.B. 55594/70/J.

GHANA

Bulletin 72/70

GHANA INDUSTRIAL HOLDING CORPORATION:
Marine Engines, Fishing Boat Equipment. May 15. E.S.B. 55994/70/J.

GREECE

Bulletin 72/70

MINISTRY OF TRADE:
***15s. Railway Wagons and Mail Cars. May 15. E.S.B. 53869/70/J.**

Bulletin 74/70

***12s. Workshop Equipment. May 25. E.S.B. 56152/70/J.**
***10s. Ironing and Forming Machines. May 18. E.S.B. 56153/70/J.**
PUBLIC POWER CORPORATION:
Lifting Machinery. May 15. E.S.B. 56163/70/J.
Welding Electrodes. May 20. E.S.B. 56162/70/J.

Bulletin 75/70

MINISTRY OF TRADE:
***12s. Tyre Production Machinery. May 25. E.S.B. 56087/70/J.**
***4s. Actinological Material. May 18. E.S.B. 56088/70/J.**

Bulletin 76/70

***10s. Cigarette Paper. May 20. E.S.B. 56338/70/J.**

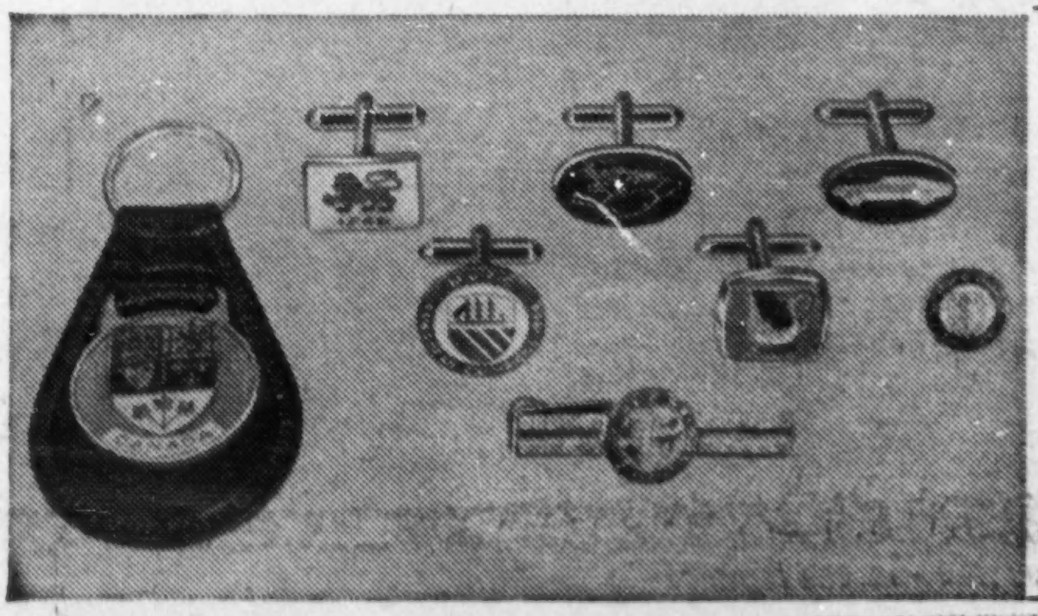
ICELAND

REYKJAVIK PURCHASING CENTRE:
***1s. Meters. May 20. E.S.B. 56218/70/J.**

INDIA

Bulletin 72/70

HINDUSTAN COPPER LIMITED:
***36s. Rotating Stage. (Further Information.) E.S.B. 55060/70/J.**
***35s. Camera. (Further Information.) E.S.B. 55062/70/J.**
***37s. Micro Attachment for Photography. (Further Information.) E.S.B. 55063/70/J.**
***34s. Hardness Tester. (Further Information.) E.S.B. 55064/70/J.**
***34s. Microscope Grain and Point Counter. (Further Information.) E.S.B. 55065/70/J.**



BADGES • ENAMEL CUFF LINKS
PEWTER CRESTED TANKARDS
MEN'S WEAR ACCESSORIES
COMPANY TRADE MARKS
reproduced for advertising
KEY RINGS — ON LEATHER & P.V.C.

MANHATTAN-WINDSOR GROUP

Manhattan Products (Birmingham) Ltd
Windsor Cuff Links Ltd Badges (Birmingham) Ltd

STEWARD ST. BIRMINGHAM 18, ENGLAND
Telephone: 021-454 6404 Telex: 338633

*38s. X-Ray Diffractometer. (Further Information.) E.S.B. 55069/70/J.
*36s. Microscopic Lamps. (Further Information.) E.S.B. 55061/70/J.
OIL AND NATURAL GAS COMMISSION:
*17s. Drilling Equipment. (Further Information.) E.S.B. 55381/70/J.

Bulletin 73/70

HINDUSTAN COPPER LTD.:
*38s. Rock Slicing and Sectioning Machine. (Further Information.) E.S.B. 55066/70/J.
*37s. Centrifuge. (Further Information.) E.S.B. 55068/70/J.
*34s. Grinding and Polishing Machine. (Further Information.) E.S.B. 55067/70/J.
*36s. and 38s. Polarization Microscopes. (Further Information.) E.S.B. 55055/70/J, 55053/70/J.
*39s. Microscope. (Further Information.) E.S.B. 55052/70/J.
*35s. and 37s. Isotype Analyzer. (Further Information.) E.S.B. 55071/70/J, 55072/70/J.
*36s. X-Ray Powder Camera. (Further Information.) E.S.B. 55070/70/J.
*37s. Polarization Microscope. (Further Information.) E.S.B. 55054/70/J.
*42s. Microscope. (Further Information.) E.S.B. 55051/70/J.
*36s. Contrast Condenser. (Further Information.) E.S.B. 55056/70/J.
*36s. Microscope. (Further Information.) E.S.B. 55057/70/J.
*36s. Stereomicroscope. (Further Information.) E.S.B. 55058/70/J.
*35s. Exposure Meter. (Further Information.) E.S.B. 55059/70/J.
RAILWAY BOARD:
Rectifier/Invertor and Switchgear Components. May 25. E.S.B. 55986/70/J.
Wheels, Tyres, Axles. May 19. E.S.B. 55987/70/J.
U.P. STATE ELECTRICITY BOARD:
Frequency Relays. July 15. E.S.B. 55988/70/J.
BEAS PURCHASE ORGANIZATION:
Induction Motor. July 2. E.S.B. 55985/70/J.
DAMODAR VALLEY CORPORATION:
Elevator. June 2. E.S.B. 55945/70/J.

Bulletin 74/70

HINDUSTAN COPPER LTD.:
Fuel Preparation and Feeding Unit. May 22. E.S.B. 56072/70/J.
Ladles. June 1. E.S.B. 55949/70/J.
BOKARO STEEL LTD.:
*60s. Cables. (Requirements obtainable from local sources. Foreign bids not required.) E.S.B. 55312/70/J.
HEAVY ENGINEERING CO.:
Steel. May 11. E.S.B. 56154/70/J.

Bulletin 75/70

BHABA ATOMIC RESEARCH CENTRE:
*6s. Baling Press. (Further Information.) E.S.B. 55819/70/J.
*4s. Welding Unit. (Further Information.) E.S.B. 55836/70/J.
*4s. Upset Forming Machine. (Further Information.) E.S.B. 55837/70/J.
*5s. Welding Unit. (Further Information.) E.S.B. 55838/70/J.
*6s. Turning Machine. (Further Information.) E.S.B. 55840/70/J.
*6s. Burr Milling Machine. (Further Information.) E.S.B. 55841/70/J.
*2s. Reactivity Computer. May 15. E.S.B. 56206/70/J.
*2s. Pulse Height Analyzer. May 13. E.S.B. 56208/70/J.
INTEGRAL COACH FACTORY:
*29s. Plate Straightening Machine. (Further Information.) E.S.B. 54950/70/J.

Bulletin 76/70

BHABA ATOMIC RESEARCH CENTRE:
*2s. Rotary Filter. May 20. E.S.B. 56210/70/J.
FERTILIZER CORPORATION OF INDIA LTD.:
H_2S. Removal Catalyst. June 9. E.S.B. 56326/70/J.
BHABA ATOMIC RESEARCH CENTRE:
*2s. Pressure Detector and Indicator. May 19. E.S.B. 56209/70/J.
HINDUSTAN COPPER CO.:
Energy Meter. June 20. E.S.B. 56319/70/J.
INDIAN DRUGS AND PHARMACEUTICALS LTD.:
Chemical Filter Pads. May 30. E.S.B. 56321/70/J.

IRISH REPUBLIC

Bulletin 73/70

DEPARTMENT OF TRANSPORT AND POWER:
Baggage Conveyors. June 2. E.S.B. 56054/70/J.
LONGFORD COUNTY COUNCIL:
Concrete Beams. May 15. E.S.B. 56056/70/J.
Reconstruction of Bridge. May 15. E.S.B. 56055/70/J.

JORDAN

Bulletin 72/70

JORDAN PETROLEUM REFINERY CO. LTD.:
*3s. Pipe Fittings. May 12. E.S.B. 55925/70/J.
*1s. Hose. May 12. E.S.B. 55924/70/J.
*1s. Hydrochloric Acid. May 12. E.S.B. 55923/70/J.
*1s. Steel Plates and Bars. May 12. E.S.B. 55926/70/J.
AMMAN MUNICIPALITY:
*5s. Pump. May 30. E.S.B. 55998/70/J.

Bulletin 74/70

JORDAN ARMED FORCES:
Knitted Woollen Material. May 11. E.S.B. 56148/70/J.
Dyestuffs. May 11. E.S.B. 56147/70/J.
MINISTRY OF HEALTH:
*11s. Pharmaceuticals, Chemicals. May 19. E.S.B. 56141/70/J.
JORDAN PETROLEUM REFINERY CO. LTD.:
*9s. Fork Lift Trucks. May 31. E.S.B. 56142/70/J.

KOREA

Bulletin 75/70

OFFICE OF SUPPLY:
*Railway Coach Equipment and Spare Parts. May 11. E.S.B. 56157/70/J.
*3s. Steel Plates and Angles. May 13. E.S.B. 56160/70/J.

KUWAIT

Bulletin 73/70

MINISTRY OF EDUCATION:
*37s. Art Education Materials. (Further Information.) E.S.B. 55405/70/J.

Bulletin 74/70

KUWAIT NATIONAL PETROLEUM CO.:
*34s. Air Compressors; Motors. May 18. E.S.B. 56138/70/J.

LIBYA

Bulletin 72/70

ELECTRICITY CORPORATION:
*1s. Transmission Line Network Enlargement. (Further Information.) E.S.B. 55695/70/J.

Bulletin 75/70

BENGHAZI ELECTRICITY CORPORATION:
Power Network. May 11. E.S.B. 56258/70/J.

MALAYSIA

Bulletin 74/70

DRAINAGE AND IRRIGATION DEPT.:
Pumping Sets. June 30. E.S.B. 56139/70/J.

Bulletin 75/70

DIRECTORATE OF TELECOMMUNICATIONS:
*4s. Cable Drum Trailer. June 2. E.S.B. 56143/70/J.
PUBLIC WORKS DEPARTMENT:
*1s. Pumps. May 15. E.S.B. 56317/70/J.

MEXICO

Bulletin 74/70

COMISION FEDERAL DE ELECTRICIDAD:
*34s. (In Spanish.) Lightning Conductors. June 15. E.S.B. 56232/70/J.

Bulletin 75/70

Turbo Generators. Closing date postponed to June 12. (Further Information.) E.S.B. 54475/70/J.

MOZAMBIQUE

Bulletin 73/70

DETA:
Workshop Equipment. May 12. E.S.B. 55981/70/J.
Matrixes. May 15. E.S.B. 55982/70/J.
Electrical Equipment. May 11. E.S.B. 55980/70/J.
PORTS, RAILWAYS AND TRANSPORT DEPT.:
Railway Rolling Stock Spare Parts. May 25. E.S.B. 55975/70/J.
Bearings. May 13. E.S.B. 55976/70/J.
Transformers. May 13. E.S.B. 55977/70/J.

NETHERLANDS

Bulletin 75/70

DIRECTORATE OF WATERWAYS:
Road Maintenance. May 12. E.S.B. 56257/70/J.

NEW ZEALAND

Bulletin 72/70

NEW ZEALAND FOREST SERVICE:
*3s. Velometer. May 14. E.S.B. 55951/70/J.
*3s. Millivot Recorder. May 18. E.S.B. 55952/70/J.
*4s. PH Meter. May 19. E.S.B. 55953/70/J.
*3s. Magnetic Stirrer Hotplates. May 12. E.S.B. 55932/70/J.
*3s. Analytical Balance. May 11. E.S.B. 55931/70/J.

Bulletin 73/70

POST OFFICE HEADQUARTERS:
*4s. Generators; Pumps. May 13. E.S.B. 55974/70/J.
*3s. Cotton Lock-Knit. May 14. E.S.B. 55955/70/J.

NIGERIA

Bulletin 72/70

ELECTRICITY CORPORATION OF NIGERIA:
Transformers. May 15. E.S.B. 55901/70/J.

PAKISTAN

Bulletin 73/70

WEST PAKISTAN RAILWAYS:
Tap Machine Nuts. May 11. E.S.B. 56049/70/J.

Bulletin 74/70

SECRETARY, RAILWAYS, WATERWAYS AND ROAD TRANSPORT:
*1s. (Press Cutting.) Highway Project. May 15. E.S.B. 56256/70/J.

Bulletin 75/70

DIRECTORATE OF SUPPLY:
*8s. Surgical Needles, Glass Ampoules, Filters. May 11. E.S.B. 56223/70/J.
*27s. Marine Equipment and Stores. May 16. E.S.B. 56230/70/J.
*21s. Universal Testing Machine. June 6. E.S.B. 56224/70/J.

PAPUA AND NEW GUINEA

Bulletin 74/70

ELECTRICITY COMMISSION OF PAPUA AND NEW GUINEA:
Transformers. May 12. E.S.B. 56221/70/J.

SAUDI ARABIA

Bulletin 74/70

MINISTRY OF THE INTERIOR:
Telephone Switchboard. May 12. E.S.B. 56067/70/J.
UNIVERSITY OF RIYADH:
Laboratory Equipment. September 5. E.S.B. 56128/70/J.
Laboratory Supplies. September 5. E.S.B. 56130/70/J.

SINGAPORE, REPUBLIC OF

Bulletin 74/70

PUBLIC UTILITIES BOARD:
*15s. Pipes. (Further Information.) E.S.B. 55643/70/J.
*62s. Metering Units. (Further Information.) E.S.B. 55641/70/J.

Bulletin 75/70

SINGAPORE TELEPHONE BOARD:
*7s. Cross Connecting Cabinets, Terminal Units. May 15. E.S.B. 56178/70/J

SOUTH AFRICA

Bulletin 74/70

PROVINCIAL ADMINISTRATION HEADQUARTERS:
*11s. School Requisites. May 13. E.S.B. 56129/70/J.

SPAIN

Bulletin 72/70

MINSTERIO DE OBRAS PUBLICAS:
Portal Cranes. May 18. E.S.B. 55917/70/J, 55918/70/J and 55919/70/J.

SYRIAN ARAB REPUBLIC

Bulletin 75/70

DIRECTORATE GENERAL OF BROADCASTING AND TELEVISION:
Batteries and Feeding Board. May 11. E.S.B. 56177/70/J.
GENERAL ORGANIZATION FOR EXECUTION OF INDUSTRIAL PROJECTS:
Isolating Material. May 14. E.S.B. 56133/70/J.

TAIWAN

Bulletin 72/70

CENTRAL TRUST OF CHINA:
*1s. Diamond Grinding Wheel. May 18. E.S.B. 55956/70/J.
*2s. Thermometer. May 18. E.S.B. 55957/70/J.

Bulletin 73/70

*2s. Laboratory Instruments. May 18. E.S.B. 55958/70/J.
*2s. Valves. May 15. E.S.B. 55965/70/J.
*5s. Crane. June 8. E.S.B. 55959/70/J.
*4s. Conduit Gate Valves. June 8. E.S.B. 55960/70/J.
*3s. Ball and Roller Bearings. May 20. E.S.B. 55962/70/J.
*3s. Air Compressor. May 15. E.S.B. 55964/70/J.
*5s. Steel Plates. June 9. E.S.B. 55967/70/J.
*4s. Valves; Manometers. June 9. E.S.B. 55969/70/J.
*3s. Chemicals. May 14. E.S.B. 55971/70/J.
*2s. Valves. May 15. E.S.B. 55973/70/J.
*4s. Bleaching Equipment. May 18. E.S.B. 55991/70/J.
*3s. Warfarin. May 11. E.S.B. 55992/70/J.
*2s. Pumps. May 11. E.S.B. 55993/70/J.
*3s. Blowers. May 11. E.S.B. 56020/70/J.
*3s. Pipe Fittings. May 11. E.S.B. 56021/70/J.
*28s. Pressure, Temperature and Flow Instruments; Switch Valves. June 5. E.S.B. 56023/70/J.
*5s. Steel Pipe and Fittings. June 10. E.S.B. 56025/70/J.
*9s. Generator. June 3. E.S.B. 56030/70/J.

(*Continued on next page*)

AGENCIES REQUIRED

Swiss Company with headquarters in Geneva and branches in Marseilles, Paris, Dusseldorf, seeks distribution for British Engineering products, machine tools, aids to industry, particularly engineering products which are suitable for sale to Automobile Industry.

Write:— **G. ZWICKY (London) LTD.** or phone J. W. BONNER

TELEX 24362 MILLBOURN HOUSE, 151 MINORIES, LONDON, E.C.3. 01-488 3443

OPPORTUNITIES FOR EXPORTERS, *continued*

*2s. Thermocouple. May 12. E.S.B. 56029/70/J.
*4s. Safety Lamp and Charging Equipment. May 12. E.S.B. 56027/70/J.
*4s. Gate Valves. June 4. E.S.B. 56022/70/J.
*5s. Carbon Equivalent Meter. May 12. E.S.B. 56028/70/J.
*5s. Fork-Lift Truck. June 3. E.S.B. 56046/70/J.
*2s. Phosphate Bricks and Mortar. May 14. E.S.B. 55970/70/J.
*2s. Fork-Lift Trucks. May 14. E.S.B. 55972/70/J.
*4s. High Fin Tubes. June 11. E.S.B. 55968/70/J.

Bulletin 74/70
*3s. Heat Exchanger Tubes. June 9. E.S.B. 56024/70/J.
*3s. Street Marker. May 13. E.S.B. 56026/70/J.
*2s. Magnet Charger. May 12. E.S.B. 56044/70/J

THAILAND

Bulletin 73/70
PROVINCIAL ELECTRICITY AUTHORITY:
Vehicles. May 14/15. E.S.B. 56015/70/J. 56014/70/J.
Motor Cycles. May 12. E.S.B. 56016/70/J.
STATE RAILWAY OF THAILAND:
Screws. May 11. E.S.B. 56012/70/J.
Pins. May 11. E.S.B. 56010/70/J.
Rubber. May 11. E.S.B. 56011/70/J.

Bulletin 75/70
PROVINCIAL ELECTRICITY AUTHORITY:
Cable. May 12. E.S.B. 56315/70/J.
Transformers. May 13. E.S.B. 56249/70/J.
Concrete Poles. May 12. E.S.B. 56248/70/J.
Meters. May 13. E.S.B. 56241/70/J.
THAILAND TOBACCO MONOPOLY:
*1s. Printing Ink. May 13. E.S.B. 56254/70/J.
STATE RAILWAY OF THAILAND:
Glass for Water Levels. May 14. E.S.B. 56244/70/J.
Electric Lamps and Fittings. May 18. E.S.B. 56252/70/J.
Wire Mesh. May 18. E.S.B. 56306/70/J.
Steel Plate. May 14. E.S.B. 56305/70/J.
Reflectors Luminaire. May 15. E.S.B. 56307/70/J.
Turning Tools. May 13. E.S.B. 56253/70/J.

Bulletin 76/70
Screws. May 14. E.S.B. 56284/70/J.
Aluminium Rail and Jib Sliding Panel. May 20. E.S.B. 56287/70/J.
*2s. Steel Plate. May 18. E.S.B. 56303/70/J.
Steel. May 18. E.S.B. 56304/70/J.
Air Conditioner. May 14. E.S.B. 56309/70/J.
WEAVING ORGANIZATION:
*3s. Cotton Wool Manufacturing Plant. May 25. E.S.B. 56310/70/J.
METROPOLITAN ELECTRICITY AUTHORITY:
*37s. Transformers and Equipment. June 5. E.S.B. 56250/70/J.

TRINIDAD AND TOBAGO

Bulletin 75/70
TRINIDAD AND TOBAGO ELECTRICITY COMMISSION:
*3s. Climbing Gaffs. May 29. E.S.B. 56266/70/J.
*3s. Safety Helmets. May 29. E.S.B. 56264/70/J.
*3s. Split Bolt Connectors. May 29. E.S.B. 56263/70/J.
*3s. Fluorescent Tubes. May 29. E.S.B. 56259/70/J.
*4s. Insulator Pins. May 29. E.S.B. 56260/70/J.
*3s. Fluorescent Fitting Ballasts. May 29. E.S.B. 56261/70/J.
*3s. Line Connectors. May 29. E.S.B. 56262/70/J.
*3s. Linesmen's Climbers. May 29. E.S.B. 56265/70/J.

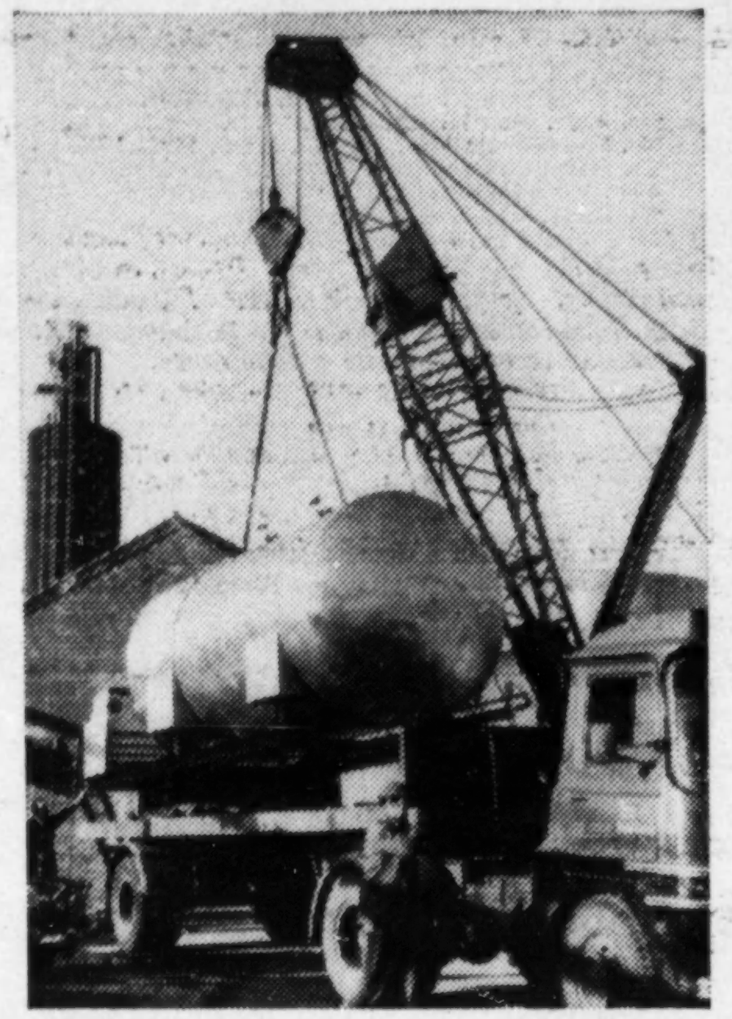
TUNISIA

Bulletin 75/70
OFFICE DU COMMERCE DE LA TUNISIE:
Paper; Cardboard. May 22. E.S.B. 56240/70/J.

TURKEY

Bulletin 74/70
STATE HYDRAULIC WORKS:
*7s. Radioisotope Laboratory Apparatus and Accessories. May 14. E.S.B. 56084/70/J.
*6s. Paper, Ink. May 20. E.S.B. 56085/70/J.

Bulletin 75/70
MINISTRY OF PUBLIC WORKS:
*2s. Construction of Viaducts. (Pre-qualification.) May 20. E.S.B. 56180/70/J.



The Distillers Co. (Carbon Dioxide) Ltd. have completed an order received from a large mineral water factory in Teheran for a carbon dioxide storage plant. The unit, which was despatched ahead of schedule, included a 12 ton capacity storage vessel, carbon dioxide vaporization unit and a cylinder filling pump – all to Distillers' own design.

UGANDA

Bulletin 75/70
EAST AFRICAN POSTS AND TELECOMMUNICATIONS CORPORATION:
Steel Line Wire. (Advance Information.) E.S.B. 56179/70/J.

U.A.R. (EGYPT)

Bulletin 74/70
EGYPTIAN RAILWAYS:
*16s. Hematite. May 19. E.S.B. 56172/70/J.
Railway Bridge. June 20. E.S.B. 56174/70/J.
*17s. Ball Bearings. May 11. E.S.B. 56171/70/J.
*17s. Brommer Belting Nominal. May 27. E.S.B. 56173/70/J.

UNITED STATES OF AMERICA

Bulletin 73/70
U.S. DEPARTMENT OF THE INTERIOR:
*75s. Wheel Mounted Gates. (Further Information.) E.S.B. 54226/70/J.
Power Transformers. (Advance Information.) E.S.B 56064/70/J.
Power Plant Strainers. (Advance Information.) E.S.B. 56066/70/J.
Generator Fire-Protection System. (Advance Information.) E.S.B. 56065/70/J.
79s. Switch Control Equipment. May 21. E.S.B. 56047/70/J.

Cores for a small batch of special castings not warranting pattern equipment for mechanization being manufactured by hand at the Glasgow foundry of Dewrance Metals. The core-maker is one of a team of skilled operatives supporting a highly mechanized plant producing castings by the thousand for use in most parts of the world.

VENEZUELA

Bulletin 74/70
CVG ELECTRIFICATION DEL CARONI:
*1s. (In Spanish.) Head Sluices. (Further Information.) E.S.B. 55683/70/J.

YUGOSLAVIA

Bulletin 72/70
STANOVANJSKO PODJETJE MARIBOR:
*2s. (Press Notice.) Heating Equipment; Fire Extinguisher Systems; Power Plant. July 2. E.S.B. 55908/70/J.
BRODSIMPEKS, EXPORT/IMPORT:
*1s. Carpentry Machinery, Upholstery Machinery. July 1. E.S.B. 55907/70/J.
FERSELEKTRA, EXPORT/IMPORT:
*1s. Textile Machinery. July 2. E.S.B. 55906/70/J.
INVEST IMPORT:
*1s. Pumps. July 2. E.S.B. 55905/70/J.
MASINS-IMPEX:
*1s. Match-making Machinery. Closing date not stated. E.S.B. 55904/70/J.
NEWSPAPER PUBLISHING ENTERPRISE:
*1s. Printing Machinery and Equipment, Book Binding Machinery, Typewriters, Dictaphones, Telecommunications Equipment. July 2. E.S.B. 55902/70/J.
TEKIG-INVEST:
*1s. Textile Machinery and Laboratory Apparatus. July 2. E.S.B. 55903/70/J.

Robert Hough

WASTE PAPERS • ALL TEXTILE WASTES
RAGS • ROPES • JUTE • FLAX • HEMP
SISAL • MANILA • COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone 01-987 5632/5
Telex No.: 21372
Cables:
PAPERSTOCK, LONDON, E.14

and at TEMPLE MILL • MARLOW • BUCKS • Tel: MARLOW 4488

RH ESTABLISHED 1860

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED • MANUFACTURERS & PROCESSORS • IMPORTERS & EXPORTERS

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

AFGHANISTAN

Bulletin 75/70
Inquiry for paints; varnishes. E.S.B. 10931/70/J.

ANGOLA

Bulletin 72/70
Agency inquiry for haberdashery; handtools; fabrics; vehicle accessories. E.S.B. 60020/70/J.

Bulletin 75/70
Agency inquiry for automobile accessories; shock absorbers; tools. E.S.B. 6090/70/J.

AUSTRALIA

Bulletin 72/70
Agency inquiry for dinnerware; ovenware. E.S.B. 9602/70/J.
Agency inquiry for marine equipment and accessories; marine clothing. E.S.B. 8362/70/J.
Agency inquiry for food and beverage packaging machinery and raw materials; provisions. E.S.B. 10069/70/J.
Inquiry for carton making and printing equipment. E.S.B. 10098/70/J.
Manufacture under licence: furniture. E.S.B. 9900/70/J.
Agency inquiry for electrostatic flocking equipment; epoxy coatings. E.S.B. 7547/70/J.

Bulletin 73/70
Inquiry for automotive, engineering and hardware products. E.S.B. 10521/70/J.
Inquiry for electronic pill counters. E.S.B. 10145/70/J.
Agency inquiry for curtain materials. E.S.B. 9534/70/J.
Inquiry for chemicals. E.S.B. 10370/70/J.

Bulletin 74/70
Inquiry for frozen food. E.S.B. 9728/70/J.
Inquiry for radio transceivers. E.S.B. 10344/70/J.

Bulletin 75/70
Inquiry for incinerator plant. E.S.B. 10222/70/J.
Inquiry for anchors, anodes, barometers, brass ports, chains, clocks, compasses, marine safety equipment, ship windows. E.S.B. 52974/69/J.
Inquiry for incinerators. E.S.B. 10768/70/J.
Inquiry for confectionery containers. E.S.B. 10964/70/J.

Bulletin 76/70
Agency inquiry for electric power generation equipment; railway line; winch. E.S.B. 2035/70/J.
Inquiry for cabinet hardware. E.S.B. 10942/70/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 72/70
Inquiry for laminating machine. E.S.B. S/42/70/J.
Inquiry for manikin heads; hairdressing practice heads. E.S.B. M/26/70/J.
1s. Inquiry for axles. E.S.B. M/23/70/J.

Bulletin 73/70
Inquiry for punching and nibbling machine. E.S.B. S/47/70/J.
Inquiry for electric motors. E.S.B. S/43/70/J.
Inquiry for vacuum melting and casting furnace. E.S.B. M/25/70/J.
Inquiry for aluminium alloy. E.S.B. S/44/70/J.

Bulletin 74/70
Inquiry for veneer taping machine. E.S.B. S/45/70/J.
Inquiry for copy punch press. E.S.B. S/46/70/J.
3s. Inquiry for lathe. E.S.B. A20/70/J.

AUSTRIA

Bulletin 72/70
Agency inquiry for lathes. E.S.B. 3799/70/J.

Bulletin 75/70
Agency inquiry for gloves; knitwear; vests. E.S.B. 10449/70/J.
Inquiry for electrical and electronic control panels components. E.S.B. 10889/70/J.

Bulletin 76/70
Inquiry for polyester fleece. E.S.B. 11006/70/J.
Agency inquiry for printing machines. E.S.B. 10656/70/J

BAHAMAS

Bulletin 72/70
Agency inquiry for office furniture. E.S.B. 4429/70/J.
Inquiry for motel and restaurant furniture and fittings. E.S.B. 869/70/J.
Inquiry for brass and copperware; giftware; jewellery; leather goods. E.S.B. 10070/70/J.

Bulletin 76/70
Agency inquiry for cutting equipment; diving equipment; protective clothing; valves and gauges; welding equipment. E.S.B. 8343/70/J.

BAHRAIN

Bulletin 75/70
Trade statistics – new classification. E.S.B. 1209/G/J.

Bulletin 76/70
Inquiry for aluminium strip; adhesive; capillary air washers; polystyrene. E.S.B. 10781/70/J.

BARBADOS, WINDWARD AND LEEWARD ISLANDS

Bulletin 72/70
Agency inquiry for clothing; knitwear; shoes. E.S.B. 28168/69/J.

BARBADOS

Bulletin 73/70
Agency inquiry for radios; radiograms; television; hi-fi equipment. E.S.B. 4463/70/J.

Bulletin 74/70
Inquiry for printing paper; punch cards. E.S.B. 10904/70/J.
Inquiry for chair legs; hessian; piping cord timber; upholstery fabrics. E.S.B. 10910/70/J.

Bulletin 75/70
Inquiry for electrostatic guns; tube and pipe notching tools; textile upholstery fabrics; vinyl materials. E.S.B. 10961/70/J.

BELGIUM

Bulletin 72/70
Agency inquiry for non-ferrous metals; valves; piping and accessories. E.S.B. 9731/70/J.

Bulletin 73/70
Inquiry for laboratory equipment. E.S.B. 16855/69/J.

Bulletin 76/70
Agency inquiry for textile fibres. E.S.B. 10671/70/J.

BERLIN

Bulletin 73/70
Agency inquiry for electronic components. E.S.B. 10247/70/J.

BRAZIL

Bulletin 73/70
1s. Inquiry for decorating materials; lamps and accessories; current arresters; tape. E.S.B. 10332/70/J.

BRUNEI

Bulletin 72/70
Inquiry for catering equipment; office fire extinguishers. E.S.B. 9958/70/J.
Inquiry for babies wear; bedspreads; cosmetics; hosiery; nursery ware; toilet preparations; underwear. E.S.B. 9971/70/J.

BULGARIA

Bulletin 72/70
31s. Inquiry for engineers' small tools. E.S.B. 9101/70/J.

CANADA

Bulletin 72/70
Agency inquiry for engineers hand tools; drill bits; industrial technical tapes; brooms; measuring tapes; paint brushes; plastic food wrappers; saw blades. E.S.B. 9812/70/J.
Inquiry for sailing sloop. E.S.B. 9949/70/J.
Manufacture under licence: air control devices; control relays. E.S.B. 9920/70/J.
Agency inquiry for lawn mowers. E.S.B. 9955/70/J.

Bulletin 73/70
Inquiry for coated blueprint and whiteprint papers. E.S.B. 10363/70/J.
Agency inquiry for water and sewerage treatment equipment; pollution control instruments and equipment. E.S.B. 9921/70/J.
Agency inquiry for bakery trade machinery equipment and supplies. E.S.B. 4992/70/J.
Manufacture under licence: industrial vibratory equipment. E.S.B. 10138/70/J.

Bulletin 74/70
Agency inquiry for split leather. E.S.B. 10132/70/J.
Inquiry for mineralogical and geochemical equipment. E.S.B. 10391/70/J.
Agency inquiry for control equipment; haematology equipment; process and control equipment. E.S.B 6575/70/J.
Agency inquiry for educational equipment. E.S.B. 44381/69/J.

Bulletin 74/70
Inquiry for confectionery products. E.S.B. 10747/70/J.
Inquiry for bank equipment. E.S.B. 10364/70/J.

Bulletin 75/70
Inquiry for chocolate. E.S.B. 10411/70/J.
Inquiry for parking meters. E.S.B. 10497/70/J.
Agency inquiry for physical properties testing instruments. E.S.B. 10147/70/J.
Inquiry for cosmetics. E.S.B. 7316/70/J.
Inquiry for starches. E.S.B. 7455/70/J.

Bulletin 76/70
Inquiry for milling machine. E.S.B. 11334/70/J.
Agency inquiry for horse-riding clothing. E.S.B. 50807/69/J.
Agency inquiry for confectionery; foodstuffs; preserves. E.S.B. 10650/70/J.
Inquiry for knives. E.S.B. 9656/70/J.
Agency inquiry for handbags. E.S.B. 10975/70/J.
Agency inquiry for bobbins; floats. E.S.B. 10758/70/J.
Inquiry for cast iron welding rods. E.S.B. 10953/70/J.
Inquiry for conveying equipment; drainage equipment; mining equipment; safety equipment. E.S.B. 9887/70/J.
Inquiry for analytic instruments and apparatus. E.S.B. 4254/70/J.

CEYLON

Bulletin 73/70
Inquiry for book-binding machinery. E.S.B. 10208/70/J.

CHILE

Bulletin 73/70
Inquiry for cloth for ties. E.S.B. 10543/70/J.

Bulletin 75/70
Agency inquiry for electric and pneumatic tools. E.S.B. 6309/70/J.

COLOMBIA

Bulletin 75/70
Agency inquiry for vaccine tablets and capsule making machinery. E.S.B. 10969/70/J.

(Continued on next page)

ELEPHANTIDE *for all Oil Immersed Electrical Apparatus, such as*
TRANSFORMERS, SWITCHGEAR etc. Also PRESS PAPERS FOR CLOTH FINISHING
B.S. & W. WHITELEY LIMITED
Pool-in-Wharfedale, Yorkshire. Telephone: Arthington 2121. Telex 55103 LONDON OFFICE: 20/23 HOLBORN, LONDON E.C.1. TELEPHONE: 01 242 /646/

OPPORTUNITIES FOR EXPORTERS, *continued*

CONGO, DEMOCRATIC REPUBLIC OF THE

Bulletin 72/70
Inquiry for curtain and clothing fabrics; prints; fishing nets; shoes; underwear; twine. E.S.B. 18093/69/J.

Bulletin 76/70
Agency inquiry for musical instruments; photographic materials. E.S.B. 37710/69/J.

CYPRUS

Bulletin 73/70
Agency inquiry for alloy for heel moulds; cutting blocks; shoe heel lacquers and top pieces. E.S.B. 8911/70/J.
Inquiry for stainless steel shafts. E.S.B. 10173/70/J.

DENMARK

Bulletin 72/70
Inquiry for leather thonging. E.S.B. 10358/70/J.
Agency inquiry for annealed drawn wire; spring steel; steel spring wire. E.S.B. 9863/70/J.

Bulletin 73/70
Inquiry for braids; luminous materials; safety first devices. E.S.B. 10706/70/J.
Agency inquiry for women's coats; knitwear and skirts. E.S.B. 4078/69/J.
Inquiry for educational toys and materials. E.S.B. 10027/70/J.

Bulletin 75/70
Inquiry for mechanical handling equipment. E.S.B. 50474/69/J.
Agency inquiry for aluminium doors; gates; wall sections. E.S.B. 10546/70/J.
Agency inquiry for jersey piece-goods. E.S.B. 10542/70/J.
Agency inquiry for jams and marmalades. E.S.B. 10019/70/J.
Agency inquiry for marine searchlights and lighting; marine instrumentation; marine electrical equipment; small echo sounders. E.S.B. 8857/70/J.

Bulletin 76/70
Inquiry for cutlery sets. E.S.B. 10218/70/J.

EL SALVADOR

Bulletin 73/70
Inquiry for roller chains; chain pinions; coupling; transmission v-belts; band pulleys. E.S.B. 10336/70/J.

ETHIOPIA

Bulletin 75/70
Inquiry for steel sheets. E.S.B. 7893/70/J.

FIJI

Bulletin 74/70
Agency inquiry for laundry blue. E.S.B. 41876/69/J.

Bulletin 76/70
Agency inquiry for margarine. E.S.B. 40915/69/J.

FINLAND

Bulletin 73/70
Inquiry for women's underwear. E.S.B. 10744/70/J.

Bulletin 75/70
Inquiry for forgings. E.S.B. 10711/70/J.

Bulletin 76/70
Agency inquiry for pumps. E.S.B. 10484/70/J.
Agency inquiry for scarves. E.S.B. 10814/70/J.

FRANCE

Bulletin 72/70
Agency inquiry for drilling machines; milling machines. E.S.B. 9769/70/J.
Inquiry for novelties for publicity. E.S.B. 10067/70/J.

Bulletin 73/70
Inquiry for steel bars. E.S.B. 10833/70/J.
Inquiry for mild steel. E.S.B. 6501/70/J.
Inquiry for automobile lamps and bulbs; electronic lighting equipment; exhaust systems; roof racks; sport leather; steering wheels; steel wheels; switches. E.S.B. 10342/70/J.
Agency inquiry for fabrics; knitted sheets. E.S.B. 10201/70/J.
Agency inquiry for knitwear. E.S.B. 10111/70/J.

Bulletin 75/70
Inquiry for compressed air units.; machine tools. E.S.B. 10479/70/J.
Agency inquiry for clay; steelworks machinery. plant and supplies; foundry machinery; plant and supplies; polyurethane and components products. E.S.B. 7698/70/J.
Agency inquiry for knitwear. E.S.B. 7049/70/J.
Agency inquiry for chemicals; muffle ovens; reactives; storing cabinets. E.S.B. 10064/70/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 72/70
Agency inquiry for asbestos; rubber. E.S.B. 9858/70/J.
Inquiry for steel strip. E.S.B. 9665/70/J.
Inquiry for stationers sundries of paper; plastic and aluminium foil. E.S.B. 9715/70/J.
Agency inquiry for tools. E.S.B. 9981/70/J.
Agency inquiry for furniture. E.S.B. 9686/70/J.
Inquiry for pipes; steel sheet; valves. E.S.B. 9189/70/J.
Agency inquiry for diagnostic reagents; electro-medical equipment; pharmaceutical preparations. E.S.B. 9637/70/J.
Inquiry for fabrics; jersey materials. E.S.B. 10050/70/J.
Inquiry for sheet metal work. E.S.B. 6463/70/J.
Agency inquiry for textile machines and accessories E.S.B. 7348/70/J.
Agency inquiry for linen table cloth and sets. E.S.B 45244/69/J.
Inquiry for pressure sensors. E.S.B. 10031/70/J.
Agency inquiry for knitwear; yarns. E.S.B. 48933/69/J.
Inquiry for ammunition; hunting equipment; toy guns. E.S.B. 10050/70/J.
Agency inquiry for clothing. E.S.B. 9945/70/J.
Inquiry for medical goods. E.S.B. 10253/70/J.
Inquiry for fabrics; nylon zips. E.S.B. 10236/70/J.
Inquiry for worsted and mohair yarns. E.S.B. 10303/70/J.
Agency inquiry for spectacle frames; sun glasses lenses. E.S.B. 10025/70/J.
Agency inquiry for machine tools. E.S.B. 9957/70/J.
Inquiry for gardening equipment; horticultural equipment. E.S.B. 9952/70/J.
Inquiry for chairs; tables. E.S.B. 9886/70/J.
Inquiry for metal and plastic wire cloth and gauze. E.S.B. 10697/70/J.
Agency inquiry for rugs. E.S.B. 10250/70/J.
Inquiry for chemicals; pharmaceutical raw materials. E.S.B. 9663/70/J.
*1s. Agency inquiry for precision electronic instruments and measuring equipment; scientific instruments. E.S.B. 29482/69/J.
Inquiry for insulation materials. E.S.B. 10237/70/J.
Inquiry for confectionery. E.S.B. 9701/70/J.
Agency inquiry for clothing fabrics; industrial fabrics. E.S.B. 7348/70/J.
Agency inquiry for asbestos products. E.S.B. 9490/70/J.
Agency inquiry for model vehicles. E.S.B. 10029/70/J.

Bulletin 74/70
Agency inquiry for piece-goods. E.S.B. 9029/70/J.
Inquiry for furniture. E.S.B. 10195/70/J.
Agency inquiry for machine tools and accessories. E.S.B. 10696/70/J.
Inquiry for animal skin goods. E.S.B. 10834/70/J.
Inquiry for dyes; glues; inks; paper machinery; paper. E.S.B. 9654/70/J.
Inquiry for wood working machinery. E.S.B. 8313/70/J.
Agency inquiry for knitwear; skirts. E.S.B. 10176/70/J.
Inquiry for conveyer belting. E.S.B. 10907/70/J.
Inquiry for conveyer belts; knives; paper making accessories; textile making accessories. E.S.B. 10776/70/J.

Bulletin 75/70
Inquiry for drafting equipment accessories. E.S.B. 10891/70/J.
Agency inquiry for fabrics. E.S.B. 10507/70/J.
Agency inquiry for fabrics; furniture; giftware; sole plates; mattresses: trays; tubing; tyres; wood laminates. E.S.B. 9398/70/J.
Agency inquiry for cosmetics; foodstuffs; jams; sweets; washing powders and liquids. E.S.B. 10057/70/J.
Agency inquiry for bolts; nuts; screws. E.S.B. 10171/70/J.
Agency inquiry for leather. E.S.B. 10059/70/J.
1s. Inquiry for furnaces. E.S.B. 10557/70/J.
Inquiry for spirits; delicatessen foodstuffs. E.S.B. 10954/70/J.
Inquiry for clothing. E.S.B. 10962/70/J.
British commercial information office at Hanover fair. E.S.B. 1216/G/J.
Agency inquiry for electro materials; hose insulating materials. E.S.B. 10220/70/J.
Agency inquiry for worsted yarns. E.S.B. 10874/70/J.
Inquiry for alcoholic drinks and beverages. E.S.B. 10908/70/J.
Agency inquiry for yarns. E.S.B. 10875/70/J.
Inquiry for balloons. E.S.B. 10300/70/J.

Bulletin 76/70
Inquiry for flower pots and vases. E.S.B. 10451/70/J.
Inquiry for chemical raw materials; chemicals; solvents. E.S.B. 2590/70/J.
Inquiry for welding neck flanges. E.S.B. 10722/70/J.
Agency inquiry for foodstuffs and allied items. E.S.B. 11071/70/J.
Inquiry for asbestos gloves; rubber boots. E.S.B. 10876/70/J.
Inquiry for tobacco. E.S.B. 10936/70/J.

GHANA

Bulletin 73/70
Inquiry for confirming house services; coffin furniture; door furniture. E.S.B. 10393/70/J.

Bulletin 76/70
Inquiry for power saws; shaping machines. E.S.B. 9760/70/J.

GREECE

Bulletin 73/70
Inquiry for stainless steel plates. E.S.B. 10292/70/J.
Inquiry for hotel kitchen equipment. E.S.B. 10640/70/J.
Agency inquiry for poultry feedstuffs and breeding equipment. E.S.B. 9719/70/J.

Bulletin 74/70
Inquiry for air entraining agents; plasticizers. E.S.B. 9698/70/J.
Agency inquiry for clothing. E.S.B. 3972/70/J.

Bulletin 75/70
Agency inquiry for shock absorbers; hydraulic jacks; grease guns; radiator hose. E.S.B. 10685/70/J.
Agency inquiry for hand tools; car repair equipment. E.S.B. 10408/70/J.
Agency inquiry for agricultural balers. E.S.B. 1805/70/J.

Bulletin 76/70
Agency inquiry for earthmoving equipment. E.S.B. 10627/70/J.
Agency inquiry for shoe making machinery. E.S.B. 11013/70/J.
Inquiry for bacon. E.S.B. 10617/70/J.
Agency inquiry for automotive spare parts. E.S.B. 10701/70/J.
Agency inquiry for aluminium cup machinery. E.S.B. 2257/70/J.

GUAM

Bulletin 74/70
Agency inquiry for electric power generating and distribution equipment; inter office communications systems. E.S.B. 10435/70/J.

GUATEMALA

Bulletin 75/70
Inquiry for cassete and tape recorders; hi-fi equipment; radios; speaker systems; turntables. E.S.B. 10818/70/J.

Bulletin 76/70
Agency inquiry for plumbing fittings. E.S.B. 49032/69/J.

HONG KONG

Bulletin 73/70
Agency inquiry for man-made fibre fabric. E.S.B. 7923/70/J.

ICELAND

Bulletin 74/70
Inquiry for biscuits; confectionery. E.S.B. 10586/70/J.
Inquiry for diesel engines; vehicle spare parts. E.S.B. 10409/70/J.

INDIA

Bulletin 72/70
Inquiry for steel tubes. E.S.B. 6262/70/J.
Inquiry for printing machines. E.S.B. 9935/70/J.

Bulletin 73/70
Inquiry for wool waste and noils carbonizing plant. E.S.B. 10395/70/J.
Inquiry for rubber reclamation plant. E.S.B. 10443/69/J.
Inquiry for steel plates. E.S.B. 7571/70/J.
Inquiry for fused vanadium pentoxide; molybdenum oxide. E.S.B. 10319/70/J.

Bulletin 74/70
Inquiry for steel sheets and cuttings; tin plates wastes; sodium cyanide; shuttle blocks; steel strips. E.S.B. 10905/70/J.

Bulletin 75/70
Inquiry for carbon strips; nose bar; steel. E.S.B. 6853/70/J.
Inquiry for capacitors; leatheroid paper; resistances; valves. E.S.B. 10437/70/J.
Inquiry for polythene sack manufacturing machinery. E.S.B. 11031/70/J.
Agency inquiry for catgut; surgical blades and handles; suture needles. E.S.B. 10568/70/J.
Inquiry for electrical steel strip and sheets. E.S.B. 10458/70/J.

Bulletin 76/70
Inquiry for magnesium ferro-silicon alloy. E.S.B. 2797/70/J.
Inquiry for hearing aids components. E.S.B. 10427/70/J.
Inquiry for glass forming machinery. E.S.B. 10492/70/J.
Inquiry for cresylic acid. E.S.B. 8995/70/J.
Inquiry for ampoule manufacturing machine. E.S.B. 10892/70/J.

IRAN

Bulletin 73/70
Agency inquiry for automobile spares and accessories. E.S.B. 48657/69/J.

Bulletin 76/70
Agency inquiry for crushers; sand working plant; asphalt plant. E.S.B. 11692/69/J.

IRISH REPUBLIC

Bulletin 75/70
3s. Inquiry for bolts; nuts; steel tubing; washers. E.S.B. 5141/70/J.

Bulletin 76/70
Inquiry for fishermen's waders. E.S.B. 10906/70/J.
Agency inquiry for paraffin and electric heaters. E.S.B. 10436/70/J.

ISRAEL

Bulletin 72/70
Agency inquiry for metal working machinery. E.S.B. 9864/70/J.
Inquiry for domestic electrical appliances. E.S.B. 9554/70/J.
Inquiry for rosewood. E.S.B. 6873/70/J.

Bulletin 73/70
Agency inquiry for ball-bearings; pillow and plummer blocks; circlips. E.S.B. 10338/70/J.
Inquiry for triethylenglycol; lecithin injection grade. E.S.B. 10447/70/J.
Agency inquiry for bearings; fork trucks; lifting equipment; marine engines. E.S.B. 9678/70/J.
Agency inquiry for electric fans; gas cookers; toasters; vacuum cleaners. E.S.B. 25523/69/J.
Inquiry for bed linen. E.S.B. 7634/70/J.
Agency inquiry for fire fighting and alarm equipment. E.S.B. 9785/70/J.

Bulletin 75/70
Inquiry for brushing machines; conveyor belts; drills; fork lift; galvanizing plant; lacquers; lacquer coating machine. E.S.B. 10477/70/J.
Agency/Joint Venture: water treatment chemicals and equipment. E.S.B. 44313/69/J.
Agency inquiry for wire rods. E.S.B. 10428/70/J.

ISRAEL

Bulletin 76/70
Agency inquiry for fabrics; leather. E.S.B. 10946/70/J.
Agency inquiry for domestic electrical appliances; television receivers. E.S.B. 10981/70/J.
Manufacture under licence: cranes. E.S.B. 10511/70/J.
Agency inquiry for tools. E.S.B. 9557/70/J.
Inquiry for dietetic foods. E.S.B. 11062/70/J.

ITALY

Bulletin 72/70

Inquiry for cellulosic esters of cellulose acetate. E.S.B. 9857/70/J.

Agency inquiry for agricultural equipment. E.S.B. 9587/70/J.

Inquiry for antibiotics; medicines; pharmaceuticals. E.S.B. 9570/70/J.

2s. Agency inquiry for electronic components and instruments. E.S.B. 50464/69/J.

Bulletin 73/70

Agency inquiry for sugar refinery machinery; ironmongery; filters; mining equipment. E.S.B. 9879/70/J.

Inquiry for coils; wire; monofilaments. E.S.B. 9879/70/J.

Inquiry for machine tools. E.S.B. 10841/70/J

Inquiry for chemicals. E.S.B. 42957/69/J.

Inquiry for chemicals. E.S.B. 10152/70/J.

Inquiry for agricultural products and instruments; veterinary products and instruments. E.S.B. 10695/70/J.

Agency inquiry for electric motors; self-adhesive stickers. E.S.B. 9865/70/J.

Inquiry for diamond tools. E.S.B. 10746/70/J.

Inquiry for Rontgen therapy unit. E.S.B. 9913/70/J.

Inquiry for electrolithic condensers. E.S.B. 9729/70/J.

Bulletin 75/70

Manufacture under licence: lifts. E.S.B. 19558/69/J.

1s. Agency inquiry for blade motors; brush slides. E.S.B. 9577/70/J.

Inquiry for electronic components; electric motors; E.S.B. 12132/70/J.

Manufacture under licence: burglar alarms; security installations. E.S.B. 10318/70/J.

Inquiry for hospital equipment and instruments. E.S.B. 10790/70/J.

Agency inquiry for models; toys. E.S.B. 10882/70/J.

Agency inquiry for timber; woollen piece-goods. E.S.B. 9629/70/J.

ITALY/PORTUGAL

Bulletin 75/70

Trade and financial arrangements. E.S.B. 20512/G/70/J

Bulletin 76/70

Inquiry for compressed air powered demolition tools; rock drills. E.S.B. 7499/70/J.

Agency inquiry for plastic compounds. E. S.B. 8968/70/J

ITALY/YUGOSLAVIA

Bulletin 74/70

1s. Inquiry for gas cylinders. E.S.B. 10153/70/J.

JAMAICA

Bulletin 75/70

Inquiry for industrial incentives law 1956. E.S.B. 51844/69/J.

Agency inquiry for concrete mixers and cranes; dumpers. E.S.B. 7635/70/J.

JAPAN

Bulletin 73/70

Agency inquiry for central heating systems. E.S.B. 9985/70/J and 3838/70/J.

Bulletin 74/70

2s. Inquiry for hydrostatic extrusion presses. E.S.B. 10407/70/J.

Bulletin 75/70

Inquiry for soap manufacturing machinery; fatty soap apparatus; distillation apparatus. E.S.B. 10970/70/J.

Bulletin 76/70

Inquiry for carbon steel. E.S.B. 10657/70/J.

Agency inquiry for archery equipment. E.S.B. 10296/70/J.

JORDAN

Bulletin 76/70

Agency inquiry chemicals; cleaning materials; cosmetics; flavours; oils; perfumery. E.S.B. 10813/70/J.

KENYA

Bulletin 73/70

Agency inquiry for medicinal and pharmaceutical products; provisions. E.S.B. 6572/70/J.

Inquiry for chicken incubators; vitamin additives. E.S.B. 42187/69/J.

Inquiry for baling hoop; box strappings; canvas cloth; mosquito netting; pipes fittings; straw board; wall tiles. E.S.B. 52072/69/J.

Bulletin 76/70

Agency inquiry for gift items. E.S.B. 50605/70/J.

Inquiry for liquid gas cigarette lighters. E.S.B. 10810/70/J.

KUWAIT

Bulletin 72/70

Agency inquiry for chemicals; cosmetics; foodstuffs; office furniture; papers; perfumes; pharmaceuticals; plastic ware; rubber ware; sanitary ware. E.S.B. 6948/70/J.

Agency inquiry for animal feeds; clothing, cosmetics; cutlery; electric appliances; office equipment; paints; pharmaceutical preparations; poultry feeds; soap products; stationery; varnishes. E.S.B. 9946/70/J.

Bulletin 73/70

Inquiry for chemicals; neon tubes; plastic sheeting; poster advertising materials; pumps; transformers. E.S.B. 9672/70/J.

Agency inquiry for cables and accessories; telephone equipment. E.S.B. 12993/70/J.

Inquiry for refuse collection vehicles. E.S.B. 6055/70/J.

Inquiry for steel pipes. industrial chemicals. E.S.B. 45681/69/J.

1s. Inquiry for xenon floodlights. E.S.B. 3044/70/J.

Agency inquiry for electric light bulbs. E.S.B. 9987/70/J.

Inquiry for cables; clothing; medical and pharmaceutical preparations; pipes and casing. E.S.B. 9850/70/J.

Bulletin 74/70

Inquiry for artists materials; educational toy and laboratory equipment; musical instruments; sports equipment. E.S.B. 9951/70/J.

Agency inquiry for additives for drilling mud; breathing apparatus; builders' hardware; building materials; carbonaceous backfill; cables and electrical equipment; chemicals; clothing and protective clothing; ferrous and non-ferrous semis; furniture; gauges; hand tools; household textiles; laboratory equipment; ladders; pumps; ropes; tapes; plastic; valves. E.S.B. 53686/69/J.

Bulletin 75/70

Inquiry for coats; divan bases; hats; raincoats; safety boots. E.S.B. 10844/70/J.

Agency inquiry for auto spare parts; tyres and tubes. E.S.B. 10966/70/J.

Bulletin 76/70

Agency inquiry for furniture; mattresses; pillows. E.S.B. 10707/70/J.

LEBANON

Bulletin 72/70

Agency inquiry for stockings; tights. E.S.B. 4491/70/J.

Bulletin 75/70

Agency inquiry for knitwear. E.S.B. 43359/69/J.

Bulletin 76/70

2s. Agency inquiry for textile finishing machinery. E.S.B. 10220/69/J.

Agency inquiry for zinc sheets and plates. E.S.B. 11063/70/J.

LIBERIA

Bulletin 72/70

Agency inquiry for clothing fabrics; piece-goods. E.S.B. 9753/70/J.

LIBYA

Bulletin 72/70

Inquiry for confectionery: tinned foodstuffs; toys. E.S.B. 9550/70/J.

MALAYSIA

Bulletin 72/70

Inquiry for safety helmets. E.S.B. 51482/69/J.

Inquiry for steel working equipment. E.S.B. 10174/70/J.

Bulletin 73/70

Inquiry for enamelling plant; heat resistant glass and paints. E.S.B. 53619/69/J.

Inquiry for film and slide projectors; overhead projection equipment and lamps; portable screens; audio visual equipment; closed circuit TV equipment. E.S.B. 10399/70/J.

Inquiry for raincoats; wool; woollen materials. E.S.B. 16810/69/J.

Bulletin 74/70

Inquiry for agricultural implements; builders hardware; generating sets; garden tools. E.S.B. 9504/70/J.

Inquiry for military requisites; tents. E.S.B. 8961/70/J.

Bulletin 75/70

Inquiry for bathroom equipment; compressors; electrical appliances; generating sets; power tillers; power tools; pumps; sanitary ware; tiles; toys; welding equipment; winches; wood planing machines. E.S.B. 8960/70/J.

Joint venture: vee belt manufacture. E.S.B. 2401/69/J.

Bulletin 76/70

Inquiry for sports equipment; proteins and vitamins for sportsmen. E.S.B. 10893/70/J.

MALTA

Bulletin 73/70

Agency inquiry for disposable plasticware. E.S.B. 10106/70/J.

NETHERLANDS

Bulletin 72/70

Manufacture Under Licence/Joint Venture: mechanical engineering equipment. E.S.B. 1460/70/J.

Bulletin 73/70

Inquiry for resistor wire and band. E.S.B. 10108/70/J.

Bulletin 74/70

Agency inquiry for packaging machinery; weighing equipment. E.S.B. 9815/70/J.

Bulletin 76/70

Agency inquiry for hubodometers; hydraulic lifting units; junction boxes; sand sprinkling units; twist locks. E.S.B. 9884/70/J.

NEW ZEALAND

Bulletin 73/70

Inquiry for furnishing fabrics. E.S.B. 10271/70/J.

Bulletin 74/70

Inquiry for hydraulic extrusion press. E.S.B. 10901/70/J.

Inquiry for laser. E.S.B. 10777/70/J.

Inquiry for coffin furniture and linings. E.S.B. 10700/70/J.

Bulletin 75/70

Agency inquiry for windscreens. E.S.B. 10172/70/J.

Agency inquiry for packaging equipment; talcum powder filling equipment. E.S.B. 10130/70/J.

Inquiry for hydraulic ram pumps. E.S.B. 10789/70/J.

NICARAGUA

Bulletin 76/70

Inquiry for marine diesel engine parts. E.S.B. 10941/70/J.

NIGERIA

Bulletin 76/70

Agency inquiry for castor wheels; castings; handles; leathercloth; locks. E.S.B. 36902/70/J.

NORWAY

Bulletin 73/70

Inquiry for wire. E.S.B. 1380/70/J.

Agency inquiry for vending machines. E.S.B. 10088/70/J.

Bulletin 76/70

1s. Agency inquiry for aluminium end-pieces for cylinders. E.S.B. 10339/70/J.

Inquiry for automatic vending machines. E.S.B. 10480/70/J.

Inquiry for telephone tax indicator system. E.S.B. 11034/70/J.

Agency inquiry for fancy goods; hair pieces; manicure equipment. E.S.B. 10715/70/J.

PAKISTAN

Bulletin 73/70

Inquiry for glue making equipment; leather working machinery. E.S.B. 10420/70/J.

Bulletin 75/70

Agency inquiry for drawing instruments; forestry equipment; geographical equipment; hospital equipment; pharmaceuticals; surveying instruments; visual aids. E.S.B. 52054/69/J.

Bulletin 76/70

Inquiry for ships; steel bars; plates and shafts. E.S.B. 9801/70/J.

1s. Agency inquiry for chemicals; drugs; medicines; glass containers; scientific apparatus; surgical instruments. E.S.B. 9727/69/J.

PHILPPINES, REPUBLIC OF THE

Bulletin 72/70

Inquiry for automotive spare parts and accessories; garage equipment. E.S.B. 9658/70/J.

Bulletin 75/70

Inquiry for chemical reagents; laboratory apparatus; lubricating soap. E.S.B. 10221/70/J.

POLAND

Bulletin 72/70

Inquiry for cooling equipment. E.S.B. 9799/70/J.

PORTUGAL

Bulletin 73/70

Inquiry for coil springs; steel sheets; plates and tubes; round steel bars. E.S.B. 10750/70/J.

Inquiry for file making; marking and piercing machinery; rasp making machinery. E.S.B. 9612/70/J.

Bulletin 76/70

Agency inquiry for sugar confectionery. E.S.B. 10721/70/J.

PUERTO RICO

Bulletin 72/70

Inquiry for industrial fans and extractors; industrial hose. E.S.B. 34121/69/J.

Bulletin 76/70

Agency inquiry for steel welding pipe and fittings. E.S.B. 10394/70/J.

QATAR

Bulletin 73/70

Inquiry for domestic electrical fittings; paint brushes; paints; sanitary ware; electric water heaters. E.S.B. 9942/70/J.

Inquiry for agricultural equipment and materials; bottles; building materials; chemicals; crown caps; laboratory equipment; plastic crates; skimmed milk; sugar. E.S.B. 7953/70/J.

Bulletin 76/70

Inquiry for bottling plant; bottles; plastic crates; crown corks. E.S.B. 45710/69/J.

SAUDI ARABIA

Bulletin 76/70

Agency inquiry for diesel engines. E.S.B. 10972/70/J.

Agency inquiry for drinks; foodstuffs; flour; nuts, tissue paper. E.S.B. 10963/70/J.

Inquiry for sugar. E.S.B. 10940/70/J.

SIERRA LEONE

Bulletin 72/70

Inquiry for hose couplings. E.S.B. 9839/70/J.

Inquiry for rice mills and machinery. E.S.B. 6201/70/J.

Bulletin 73/70

Inquiry for floor coverings; clothing; sportswear; jewellery; footwear. E.S.B. 10743/70/J.

Bulletin 75/70

Agency inquiry for bedspreads; domestic electrical appliances; radios; radiograms; refrigerators; tape recorders. E.S.B. 7352/70/J.

Bulletin 76/70

Inquiry for arc welding machines; electrical goods and fittings; grinding wheel stands; gas cookers; water heaters. E.S.B. 10769/70/J.

SINGAPORE

Bulletin 72/70

Agency inquiry for automotive spare parts and accessories; hand tools; garage equipment; hydraulic jacks; light lifting equipment. E.S.B. 9694/70/J.

Bulletin 74/70

Agency inquiry for canvas; fibre board; upholstery fabrics. E.S.B. 9869/70/J.

Bulletin 76/70

5s. Agency inquiry for kitchen catering equipment. E.S.B. 2787/70/J.

(Continued on next page)

OPPORTUNITIES FOR EXPORTERS, *continued*

SOMALIA

Bulletin 75/70
Inquiry for morse telegraphic communications equipment. E.S.B. 10337/70/J.

SOUTH AFRICA

Bulletin 74/70
Agency inquiry for fancy goods; kitchen utensils; toys. E.S.B. 9565/70/J.

SPAIN

Bulletin 73/70
Inquiry for steel rod; welding rod. E.S.B. 29190/69/J.

SWAZILAND

Bulletin 76/70
Inquiry for PVC sheathed copper/aluminium tubing. E.S.B. 10999/70/J.

SWEDEN

Bulletin 73/70
Agency inquiry for beachwear and swimwear; jersey clothing. E.S.B. 26204/69/J.
Inquiry for wire drawing attachment. E.S.B. 10506/70/J.

Bulletin 75/70
Inquiry for semi-finished metal products. E.S.B. 8425/70/J.
Agency inquiry for laboratory equipment. E.S.B. 10518/70/J.

Bulletin 76/70
Agency inquiry for steel tubes. E.S.B. 11058/70/J.
Agency inquiry for plastic handbags. E.S.B. 10890/70/J.
Inquiry for oven doors for cookers. E.S.B. 52144/70/J.
Agency inquiry for electric instruments; systems and components for industrial use; electronic instruments for medical and laboratory use. E.S.B. 10519/70/J.
Agency inquiry for foodstuffs. E.S.B. 10629/70/J.

SWITZERLAND

Bulletin 72/70
Agency inquiry for contractors pneumatic tools. E.S.B. 9782/70/J.
Inquiry for abrasive discs; sandpaper. E.S.B. 9621/70/J.
Inquiry for furniture; wall coverings; carpet. E.S.B. 9080/70/J.

Bulletin 73/70
Agency inquiry for iron powder; iron powder machines. E.S.B. 10097/70/J.
Inquiry for earth-moving equipment spare parts; engineering products. E.S.B. 17873/69/J.
Agency inquiry for submersible pumps. E.S.B. 10014/70/J.
Inquiry for duplicating and printing paper. E.S.B. 10387/70/J.
Inquiry for instruments for soil mechanics; testing instruments for road laboratories; concrete; asphalt and bitumen testing equipment. E.S.B. 10068/70/J.

Bulletin 74/70
6s. Agency inquiry for mobile site units; site servicing equipment; wire netting. E.S.B. 10508/70/J.
Inquiry for twisted jute; plastic packaging materials; plastic swivel closures. E.S.B. 9846/70/J.
Agency inquiry for heat treatment shop accessories and equipment; motor vehicle painters requisites. E.S.B. 9288/70/J.

Bulletin 75/70
Agency inquiry for rubber tapes. E.S.B. 3804/70/J.
Inquiry for permanent magnets. E.S.B. 53617/69/J.
Agency inquiry for soft toys; dolls; plastic balls. E.S.B. 10452/70/J.
Agency inquiry for men and women's bath robes; tablecloths; towelling. E.S.B. 10087/70/J.
Inquiry for printed fabrics. E.S.B. 3876/70/J.

Bulletin 76/70
Agency inquiry for concrete pumps. E.S.B. 10140/69/J.
Agency inquiry for power supplies; impulse generators; min-capacitors and electrolytic tantal. E.S.B. 10417/70/J.

TANZANIA

Bulletin 75/70
Inquiry for shoe industry materials. E.S.B. 1888/70/J.

THAILAND

Bulletin 75/70
Agency inquiry for man-made fibre fabrics. E.S.B. 36006/69/J.
Inquiry for bed linen; chinaware; cutlery; glassware; housekeeping equipment; tablecloths. E.S.B. 11097/70/J.

Bulletin 76/70
Inquiry for railway signalling equipment. E.S.B. 47086/70/J.

TUNISIA

Bulletin 72/70
Inquiry for paper doylies and coasters. E.S.B. 10667/70/J

TURKEY

Bulletin 73/70
Joint Venture: telephone equipment. E.S.B. 10442/70/J.

Bulletin 75/70
Manufacture Under Licence. Calculating machines; typewriters. E.S.B. 10423/70/J.

UGANDA

Bulletin 72/70
Agency inquiry for armature wire; ball bearings. E.S.B. 45704/69/J.

Bulletin 73/70
Agency inquiry for cosmetics; medicines; surgical instruments; vaccines. E.S.B. 9540/70/J.
Inquiry for tennis balls. E.S.B. 10797/70/J.

UNITED STATES OF AMERICA

Bulletin 72/70
Inquiry for fumed silica. E.S.B. 9750/70/J.
6s. Inquiry for pressure die castings. E.S.B. 9312/70/J.
Inquiry for safes. E.S.B. 9845/70/J.
Inquiry for castings; incinerators. E.S.B. 9430/70/J.
Inquiry for aluminium castings; heating elements; speed reducers; torque motors; variable speed devices. E.S.B. 10248/70/J.
Inquiry for antique reproductions. E.S.B. 10215/70/J.
Inquiry for giftware; jewellery. E.S.B. 10081/70/J.
Inquiry for chemicals. E.S.B. 10214/70/J.
Inquiry for steel. E.S.B. 10181/70/J.
Inquiry for steel bars. E.S.B. 10161/70/J.

Bulletin 73/70
Inquiry for leather. E.S.B. 10103/70/J.
Source of Supply/Manufacture Under Licence: printing industry equipment. E.S.B. 9959/70/J.
Inquiry for piece-goods. E.S.B. 10854/70/J.
Inquiry for drawing office equipment. E.S.B. 9726/70/J.
Inquiry for roller chain. E.S.B. 10308/70/J.
Inquiry for tractor drawn chemical sprayer. E.S.B. 10771/70/J.
Manufacture Under Licence: industrial dust collecting equipment. E.S.B. 10095/70/J.
Inquiry for baling twine; farm fencing. E.S.B. 10699/70/J.
Inquiry for reeds; heddles. E.S.B. 10120/70/J.
Inquiry for chinaware; earthenware. E.S.B. 10353/70/J.
Agency inquiry for textile machinery. E.S.B. 34681/69/J.

Bulletin 74/70
Inquiry for upholstery equipment and materials; wire rod. E.S.B. 10362/70/J.
Inquiry for fabrics. E.S.B. 10873/70/J.
Inquiry for fancy tins. E.S.B. 10129/70/J.

Bulletin 75/70
Agency inquiry for builders hardware; doors; and windows; kitchen units; plumbing and sanitary fittings. E.S.B. 9567/70/J.
Inquiry for chains; construction equipment; conveyor belting; diesel engines; heavy industrial equipment; tyres. E.S.B. 46835/69/J.
Inquiry for complete badminton sets; rackets; shuttlecocks. E.S.B. 11000/70/J.
Inquiry for shotguns. E.S.B. 10877/70/J.
Inquiry for steel cylinders. E.S.B. 10026/70/J.
Inquiry for burglar alarms; fire detection and protection equipment. E.S.B. 7791/70/J.

Bulletin 76/70
Manufacture Under Licence: centralized automatic lubrication system. E.S.B. 10249/70/J.
Inquiry for cable. E.S.B. 10903/70/J.
Inquiry for foodstuffs. E.S.B. 10653/70/J.
Inquiry for cosmetics; dolls; fashion accessories; hair pieces; leather goods; mirrors; toys; travelling cases. E.S.B. 6079/70/J.

URUGUAY

Bulletin 75/70
Inquiry for plastic injection machinery. E.S.B. 9806/70/J.

VENEZEULA

Bulletin 73/70
Agency inquiry for cardboard cone making machinery; tin printing machinery. E.S.B. 9664/70/J.

Bulletin 75/70
Inquiry for rice polishing and processing machinery; iron plates. E.S.B. 11003/70/J.

WEST INDIES

Bulletin 72/70
Inquiry for beds; chairs; doors; lamps; tiles; windows. E.S.B. 10178/70/J.

YUGOSLAVIA

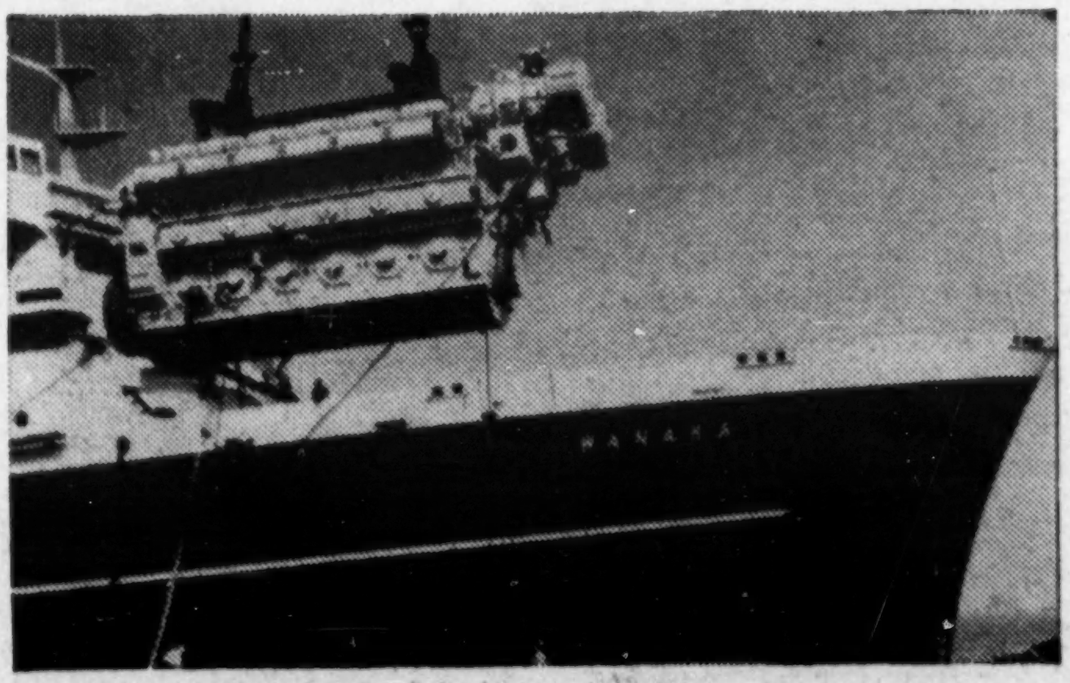
Bulletin 73/70
Inquiry for textile weaving machinery. E.S.B. 10669/70/J.

ZAMBIA

Bulletin 72/70
Inquiry for jams; tinned fruits; meat and pastes; tinned vegetables. E.S.B. 9722/70/J.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-248 9876, *Ext.* 6147).



The second of two 53-ton Crossley-SEMT Pielstick propulsion diesel engines, built at Manchester by Crossley-Premier Engines Ltd. (a member company of Amalgamated Power Enginering Ltd.), being lifted before installation in the engine room of the 'Wanaka' at the Hong Kong shipyard of the Taikoo Dockyard & Engineering Company. The 'Wanaka' is a roll-on/roll-off cargo ship which will operate in coastal trade between Auckland, Wellington, Lyttelton and Dunedin for the Union Steam Ship Company of New Zealand Ltd. In January Crossley secured orders to the value of £1 million for propulsion engines of this type.

Mme. Mick Clinckspoor, of Brussels, and M. Luk Reynaert (with beard), of Loewen, are among members of a visiting party from Belgium, Holland and France observing two courses, developed by the London-based DEAR Corporation, before launching them in their own countries and also in the Federal Republic of Germany and Scandinavia. 'The result for Britain's foreign currency reserves will be royalties running into five figures,' claims Mr. Anthony Bond, the Corporation's managing director.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published in last week's Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officer of the Board of Trade (see page viii of the Supplement to last week's issue) or the Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Brothers visit North America

MR. JIM SPARK and his brother, Mr. George Spark, directors of Spark Industrial Electronics Ltd., electronic instrument manufacturers, Northallerton, flew to the United States and Canada recently. Ahead of them lies a strenuous three-week programme of visits to prospective customers in New York, Boston, Seattle, Los Angeles, Denver, Chicago and Toronto.

Main purpose of the tour is to set up a sales/service network of agents.

Australian visit

MR. G. E. R. WRIGHT, managing director of PSC Equipment Ltd., Iver, Bucks., is to visit Australia in June to help promote the company's range of products, including post tensioning systems, Tetron bridge bearings and expansion joints.

While in Australia, Mr. Wright will attend the International Building Exhibition in Sydney from June 17 to 25. He will also be holding discussions with the company's Australian subsidiary, Pre-Stressed Concrete (Aust.) Pty. Ltd.

Mr. Wright has been involved in a specialist capacity on a number of bridge structures in Australia, including the jacking operation in de-centering the arches on the Gladesville Bridge in Sydney.

Visiting companies and dealers networks

MR. HAROLD WILSON, export director of J. C. Bamford Excavators Ltd., the Staffordshire-based manufacturers of earthmoving and excavating equipment, left recently on a five-week tour of Ceylon, Singapore, Australia, New Zealand, Canada and the United States. He will visit JCB companies recently established in Australia and Canada and the dealer networks in the remaining countries.

Export orders received last year for models in the company's three product range – rubber-tyred excavators, crawler excavators and loading shovels – accounted for the first time for more than 50 per cent of production output from the sole manufacturing plant at Rocester, Uttoxeter, Staffs.

Total JCB exports in the financial year ended December 1969 showed an increase of 44 per cent over the previous year's total.

Business derived from missions

As a result of a trade visit to the Far East and a selling mission to Nigeria, Hy-Mac Ltd., Newbury, Berks., have established good business prospects in both markets.

Mr. G. W. Bew, the company's export manager, returned recently from the Far East. Singapore – described by Mr. Bew as one vast civil engineering project at present – is a market which is particularly buoyant for Hy-Mac equipment.

Mr. E. C. R. Keatley, area manager, Africa, appointed Conveyancer (Nigeria) Ltd. as distributor of the company's range of all-hydraulic excavators during the BNEC mission to Nigeria.

Visiting Australasia

MR. DAVID M. WHITE, manager of the overseas division of Sanders & Forster Ltd., London, leaves at the end of May on an extensive sales promotion and fact-finding tour of Australia and New Zealand. During his tour he will meet most of the major Australian structural steelwork fabricators, many of whom are now appreciating the urgent need for more streamlined manufacturing and design techniques in their production methods.

An important aspect of this tour will be the selection and appointment of Australian and New Zealand fabricators to manufacture under licence the Sanders and Forster range of computer-designed, pre-engineered steel-framed buildings for factories, warehouses, transit sheds and port buildings, the 'Scola' system of building construction for schools and commercial buildings, and the newly introduced and fully patented 'Multibuild' multi-storey structural steel and concrete construction system.

Mr. White will return to the United Kingdom via the United States at the end of June.

OUTWARD MISSION

First flight to Budapest

PASSENGERS on the first flight of a new BEA service to Budapest and Bucharest on May 4 will include a business delegation, sponsored by the Birmingham Chamber of Commerce and Industry, visiting Hungary at the special invitation of the Hungarian Chamber of Commerce.

This follows several visits to Birmingham in recent months by representatives of the Commercial Section of the Hungarian Embassy in London and the Hungarian Chamber of Commerce.

The object of these visits has been to develop a direct link with the industrial Midlands, home of so many firms possessing the engineering know-how, products and processes which rate highly on the current list of Hungarian industrial priorities.

The Chambers in Birmingham and Budapest are setting up a clearing system to match opportunities for licensing, cross-licensing, and sale of know-how on one side with a potential partner on the other.

The strong Birminham team is led by Mr. Frank Cole, immediate past president of the Birmingham Chamber of Commerce, a director of Shipping and Industrial Holdings Ltd. and chairman of the SIH subsidiary Alltransport Ltd.

INWARD MISSION

Visitors from Nigeria

MR. B. AJOSE, acting deputy general manager of Nigerian Railways, and Mr. F. O. Ebojin, acting senior assistant mechanical engineer, arrive on May 5 to attend the Mechanical Handling Exhibition at Earls Court, London, and to undertake commercial visits arranged by BNEC. The delegates will be in the United Kingdom for a fortnight and companies interested in meeting the visitors should contact, as soon as possible, Miss P. D. Macdougall, Trade Missions Department, BNEC, 6-14, Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121).

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica. Casilla 854, Lima.

Fifteen major French tool distributors visited the Napier Street works of James Neill and Co. (Sheffield) Ltd. recently. The party was shown he manufacture of 'Eclipse' hacksaw blades and tools, together with a demonstration of 'Eclipse' magnetic workholders. The visit was part of a French Inward Mission to Sheffield held under the auspices of the Federation of British Hand Tool Manufacturers. All explanations and talks were given in French by James Neill staff.

What do you tip a luggage porter in Wagga Wagga?

you don't

Our 'Business Man's Guide to Australia' tells you why—answers lots of other questions too, like 'what time do the shops shut in Brisbane?'

With over 1,100 offices in Australia and New Zealand we naturally know all about it. With our booklets you can be just as well informed.

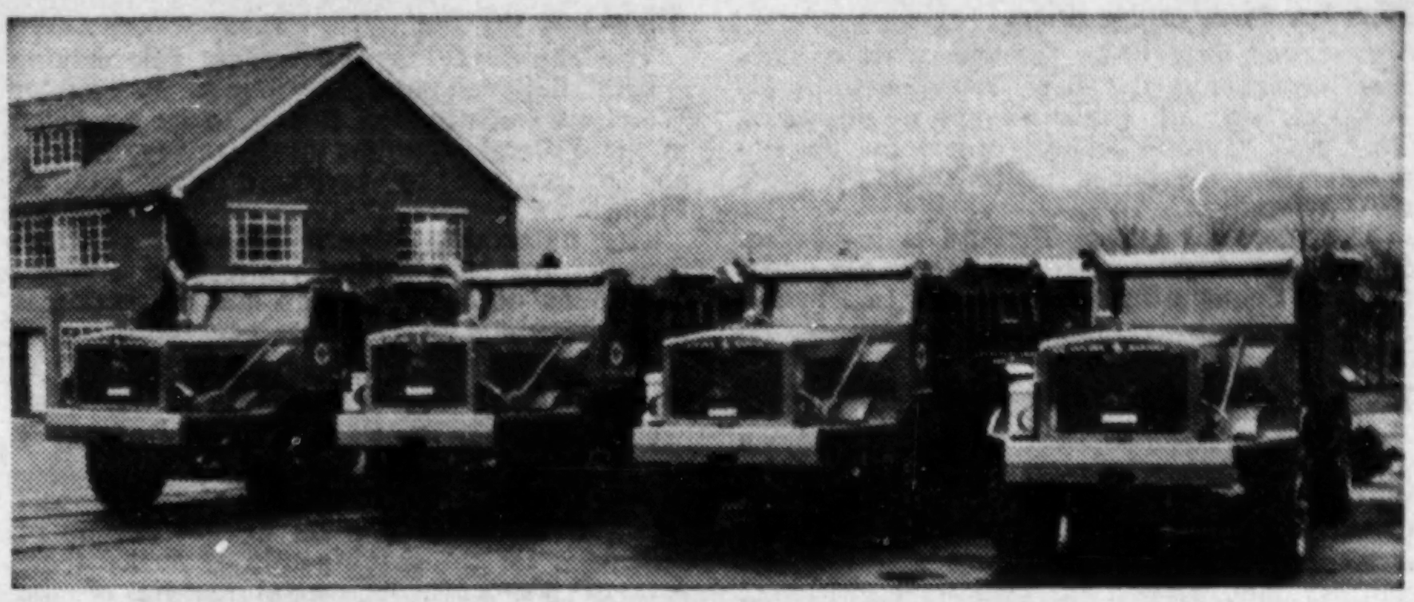
For your free 'Business Man's Guide' or any other information about Australia or New Zealand, contact us today.

A.N.Z. Bank

Australia and New Zealand Bank Limited
Head Office: 71 Cornhill, London, E.C.3. Tel: 01-283 1281
with E. S. & A. Bank, a member of Australia and
New Zealand Banking Group Limited
*Luggage porters have a fixed scale of charges—you need not tip as well

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.



The first Aveling-Barford 35-ton payload dump trucks ever exported to Thailand, about to leave the firm's Grantham factory in late March. Another four of these machines and a 24,000 lbs. (10,887 kg) six-wheel drive, six-wheel steer Motor Grader are following during April. The nine machines, with spare parts, arae valued at £250,000 and are being exported to the order of the Polysius Ltd./Coutinho Caro and Co. Ltd. Consortium for work on their new cement works project at Saraburi, north of Bangkok, for the Siam City Cement Company Ltd.

More diesel units for Netherlands

Following closely the recent announcement of a contract worth £500,000 for the supply of Dorman diesel power units for six dredgers and six self-propelled hopper barges for the Netherlands, Dorman Diesels Ltd., Stafford, have won a further order from the Netherlands to supply similar power units for two dredgers. Each dredger will be equipped with six Dorman engines supplying a total of over 3,000 bhp for main propulsion, sand pumping, electrical power generation and fire pump duties.

£146,000 Australian switchboard contract

A contract for the supply of cordless telephone switchboards to the Australian Post Office has been awarded to the Plessey Telecommunications Group. Worth £146,000, the contract is for two types of switchboard, one having two main exchange lines and six extensions, and the other three main exchange lines and 12 extensions.

The equipment will be manufactured at the Group's Beeston factory and is the second order from Australia for this type of equipment in the past six months; the previous order was worth £120,000.

Meat handling boxes for Europe

Thermo Plastics Ltd., Dunstable, have received a £3,500 order for a further 4,500 C142 injection-moulded meat handling boxes from Unilever for two of their European companies. Some 3,000 boxes are due to be shipped to Hamburg and 1,500 to Oss in the Netherlands.

£850,000 from Eastern Europe

A delegation of seven members of Konsumex, the Hungarian consumer goods buying organization, were recently based on the Leicester and County Chamber of Commerce and Industry, when the Chamber arranged appointments for the delegation to visit 17 knitwear manufacturers and see the ranges of 24 other companies.

The leader of the delegation, Dr. Sivo, said on his departure that contracts valued in excess of £100,000 had been placed.

A few weeks earlier the Chamber had been responsible for the organization of a similar delegation from Raznoexport, the Russian State purchasing organization for consumer goods, and contracts placed as a consequence of this visit are valued at over £750,000.

Electron beam welder for Italy

Cambridge Vacuum Engineering Co. Ltd., Histon, Cambs., announce an order from Filotecnica Salmoiraghi SpA of Milan for their latest CVE 30T electron beam welder, introduced at the recent Welding Engineering Exhibition in Harrogate.

Extensive trials, welding beryllium copper capsules for aircraft instruments, were carried out on earlier models over 12 months to establish the weld conditions necessary and the suitability of electron-beam welding for the job.

As a result, an engineer from the Italian company visited Cambridge Vacuum Engineering to discuss their requirement and to agree final details of the specification.

The order is regarded as an important overseas sale and Cambridge Vacuum Engineering are setting up agencies in Germany, Switzerland, Israel and Sweden to promote sales of the equipment in these and other countries.

£1.5 million share of £5 million project

A new paper and board mill at El Harrach, Algiers, is to be built by John Mowlem and Co. Ltd., who have been awarded the contract for the design and construction of the buildings, and for the erection of all plant. Their share of the total £5 million cost will amount to approximately £1.5 million. The buildings will be of steel frame construction and Mowlem will complete the mill in 27 months.

The contract has been signed with Parsons and Whittemore Lyddon Ltd., main contractors.

Machine tools for Turkey

Charles Churchill Ltd., Birmingham, a member of the Machine Tool Division of Tube Investments Ltd., have received an order from Turkey of over £200,000 in value. The machines are being supplied to an associate company of Eaton Yale & Towne Inc., Cleveland, Ohio, for the manufacture of transmissions and rear axles for commercial vehicles.

The Turkish project has been engineered by Eaton Yale & Towne (UK) Ltd., London, which has the responsibility for specifying and ordering all plant and machinery for the enterprise.

Sun curtains for Guyana

Milium insulated curtain lining fabric has been ordered for making up as sun curtains for the 109 guest rooms of the BOAC/Fortes Pegasus Hotel in Georgetown, Guyana – the tallest building in Georgetown, opened last November. The order for 2,000 yds. is being filled by S. A. Jones & Co. Ltd., London.

Trailers for United States

Important orders for heavy road transport trailers have been secured by a group of British manufacturers in the face of stiff Continental competition, announce Rubery Owen-Rockwell Ltd., whose trailer axles have been specified throughout the contract.

The trailers have been ordered by an American-owned international transport concern which operates a world-wide trailer and container renting and leasing network. The value of the axles to be made by Rubery Owen-Rockwell at Darlington and Warrington is expected to be about £250,000, and the arduous nature of the work done by the vehicles is such that during the normal working life of the axles, further business in service and replacement parts such as brake linings and drums may be expected to double the original order value.

United Kingdom trailer manufacturers involved in the deal include Taskers Trailers Ltd., Cravens Homalloy Ltd., Peak Trailers Ltd., and J. Booth Trailers Ltd.

£80,000 orders for Canada

Simplex-GE Ltd., the joint venture by Tube Investments and General Electric Co. (USA), have won their biggest export order to date, worth about £80,000, for electric motor control centres. The order was placed by the contractors, Procon (GB) Ltd., for the Golden Eagle Refining Co. of Canada Ltd.

Mirror machinery for Brazil

Anglo South American Agencies Ltd., London, have concluded negotiations with a Brazilian company for the supply of machinery for the production of motor vehicle mirrors. The equipment comprises glass-cutting, grinding and polishing machinery, and special diamond cutters, which will be supplied by Autoflow Engineering Ltd., Rugby, and Sharratt & Newth Ltd., London.

A contract for the supply of an automatic mirror conveyor from Norbert Steinhardt & Son Ltd., Boreham Wood, is expected to be signed shortly.

Anglo South American Agencies tell us that this business is a direct result of following up an announcement in the 'Export Service Bulletin'.

Power station for Sweden

A complete 36 MW gas turbine power station has been ordered from English-Electric-AEI by Sydvenska Kraft AB (Sydkraft), the second largest power utility in Sweden.

Because of the two very dry seasons in Sweden and the increasing load growth rate throughout the country, Sydkraft, together with other Swedish generating authorities, are taking steps to ensure that there will not be a shortage of generating capacity for the winter of 1970-71. English Electric-AEI have undertaken to have this gas turbine plant installed and available to meet next winter's power demand.

Centrifuges for Brazil

The latest consignment of Hawksley micro haematocrit centrifuges was recently despatched to Rio de Janeiro – the third in a series of orders won against stiff competition from North American manufacturers. This event follows other recent successes in Europe and elsewhere for this product, and long established in the United Kingdom as a leader in the field of blood diagnostic apparatus.

At their Lancing, Sussex, headquarters, Mr. Reg. Hayler, Gelman Hawksley's managing director, stated: 'The orders were won on the basis of quality and suitability. Enthusiasm for the product in South American hospitals was a factor we considered when expanding production facilities recently'.

Fins for three cruise liners

A second large order for Sperry ships' stabilization systems has been received from Oy Wartsila, one of Finland's major shipyards. This puts 'Gyrofin' export orders for the financial year just ended at considerably more than £1 million.

The new order from Finland is for 98 sq. ft. fins, for three new cruise liners. Alexander Stephen Engineering Ltd., Glasgow, are manufacturing the heavy machinery.

Instrumentation for Hungary

Venture instrumentation will be used on multiple-unit train sets made in Hungary for the Soviet Union, the People's Republic of China and Indonesia. Mr. G. V. Harvey, sales director of the industrial instrument division, Smiths Industries Ltd., Wembley, Middx., negotiated the order, worth more than £20,000, during a recent visit to Ganz-Mavag, Hungary. The instruments, all in the new Venture styling, are speed indicators, engine revolution indicators and coolant thermometers.

£20,000 order from Germany

McKee & James (Engineers) Ltd., Bangor, Co. Down, N. Ireland, announce confirmation of an order in excess of £20,000 for the Federal Republic of Germany. This is for two 'Cutwrap' machines – highly automated plant designed to mechanize the cutting, slitting, rolling and wrapping of all types of carpeting. Delivery of the first machine is at the end of this month, while the second will be consigned in October.

Mr. W. J. McKee, managing director, recently made an extensive tour of Germany in order to market the 'Cutwrap'.

£125,000 order – and new records

New records are anticipated this year by the surgical division of William Warne and Co., the Barking rubber manufacturers. Orders already received from the United States and Canada are described as 'particularly encouraging'. One single order alone, for plastic surgical products, is worth £125,000.

Heat exchangers for Cyprus

Whessoe Ltd., through its engineering division, have secured a contract involving the design and fabrication of 28 items of heat exchangers for installation at the new 755,000 tons/year Cyprus oil refinery to be built by Simon-Litwin Ltd., London, at Larnaca. The contract is valued at approximately £110,000. Most of the items will be manufactured in Darlington, but small-diameter items will be fabricated and assembled by Aiton & Co. Ltd., Derby.

Computer programmes developed by the heat exchanger and technical computer departments were used extensively for the thermal and mechanical design calculations.

Special machinery for USSR

Specially designed production equipment left the Colindale Works of Smiths Industries Ltd. recently, five months ahead of schedule, on the first stage of a journey which will end some 250 miles east of Moscow. The machinery, claimed to be the most advanced of its type in the world, will be used to produce speedometer flexible drives. The total contract is valued at £360,000 for know-how and plant.

Classrooms for Portugal

Following a demonstration of a Terrapin unitary building at the Lisbon International Trade Fair, held last June, the Portuguese Ministry of Education recently completed a large-scale school building programme for which over 200 Terrapin units valued at £113,870 were ordered.

Silent pile driving

The Taywood Pilemaster silent pile driving system designed and developed by Taylor Woodrow Construction Ltd. is to be marketed in the Federal Republic of Germany, Austria and Switzerland by Leonhard Moll KG, of Munich.

The agreement, signed recently, provides facilities for both sale and hire, and a vigorous policy of demonstration and marketing is to be instituted in the areas concerned.

Contract from Czechoslovakia

CJB Processes Ltd. have been awarded a contract by Technoexport, Prague, Czechoslovakia, for the design, engineering and supply of a complete plant to Slovnaft np of Bratislava for the manufacture of 50,000 tons/year of 'Cumene'. A special feature of the contract is that Slovnaft civil engineers will be working alongside CJB design engineers at their Portsmouth office, in order to ensure the completion of plant design and construction by the earliest possible date. CJB will also be supplying engineering assistance in the supervision of construction and commissioning.

Relief supplies of the Glaxo Group's injectable antibiotic, Crystapen, being loaded at Heathrow Airport on its way to Glaxo Mustahzarlari AS, Istanbul, Turkey, where they will be used to help victims of the recent earthquakes.

Orders for flight data recorders

Aircraft Supplies Ltd., Bournemouth, reveal that Air Malawi and Zambia Airways Corporation have both placed orders for Midas CMM/3RB2 flight data recorders for use in their recently ordered Hawker Siddeley 748 aircraft. This order means that a total of 22 airline operators throughout the world are using this recording system.

European sales and representation

Telomex (Horsham) Ltd. have installed a machine at the Organon factory at Oss in Holland. Oral contraceptive tablets are being checked for correct packing, effecting the rejection of units deficient of one tablet or of the instruction leaflet. A compressed air jet is used for rejection, and the machine, a Telomex Series 200X check-weigher, is capable of accuracy of ± 250 mg.

Other Benelux sales include a machine for the accurate checking of vaccine ampoules for the Dutch State Institute for the People's Health. Eight more Telomax machines have been sold here in recent months, four being for checking aerosols.

In Scandinavia one machine has been supplied for tobacco and Telomex equipment is also being used for checking the complete ejection of moulded articles from the press tool in plastic injection moulding as a safeguard against serious mechanical damage.

A well-known international organization making soaps and detergents is using Telomex equipment in its factory at Olten in Switzerland, where a distributor has recently been appointed. This adds to the present European representation in Germany, Spain, Italy, the Benelux group and Scandinavia, and further territories are in course of negotiation.

Machines for many countries

Goods packed recently by Shaw (Export Packing) Ltd., Meltham, Huddersfield, for Arthur Hudson Forge & Engineering Co. Ltd., Brighouse, Yorks., include wire straightening, cutting and ring coiling machines for the United States, Canada, Sweden, Australia, South Africa, Italy and Eire.

For India, a high-speed wire straightening and cutting machine weighing 2 tons was despatched. Other machines will be going in the near future to the above countries, also to Germany, Greece, New Zealand, Iraq, Holland and Spain.

Record tyre sales

The biggest tyre export boom in its 60-year history is forecast for 1970 by Britain's Pirelli Ltd., London. Current estimates for this year show the company's visible overseas tyre sales figures at over £4 million and rising – more than double the figure for 1969, itself a record year.

Major expansion areas for Pirelli Ltd., who import no tyres to the United Kingdom, include Australia, the United States and the EFTA countries. Australia remains top overseas market and this year will account for almost £1 million worth of exports. Next comes the United States, where the company will double its sales of United Kingdom-made tyres. Almost £500,000 worth of business will be concluded with Sweden this year.

Taste for British cakes

Customers throughout the world are developing a taste for British cakes. Overseas sales last year at £545,358 were more than 45 per cent up on 1968, according to figures released by the Cake & Biscuit Alliance.

The largest increase was in EEC countries where consumption of British cake rose by 99.5 per cent in weight, and 96 per cent in value. The individual country importing most was France, followed by Switzerland and two other EEC countries, The Netherlands and Belgium.

£70,000 Brazilian order

Woods of Colchester Ltd. announce the despatch of goods for the last of three similar contracts to supply ventilation fans to Brazilian shipyards. The company is supplying the equipment to three yards where 24 12.000-ton ships are now under construction. The total value of Woods equipment being supplied for the ships is more than £70,000.

Distillation plant for Bahrain

Aiton & Co. Ltd., pipework and process plant engineers of Derby and Sunderland (Whessoe Group), announce an important contract worth more than £250,000 from British Smelter Constructions Ltd. on behalf of Aluminium Bahrain (ALBA) for a water distillation plant. The plant is for installation at Bahrain where British Smelter Constructions Ltd. are constructing a new aluminium smelting plant.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Proposed Decision which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations and Proposed Decision may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

GENERAL

Regulation (CEE) No. 677/70 modifies **Regulation (CEE) No. 1586/69** relating to certain measures to be taken in the agricultural sector following the devaluation of the French Franc (*Journal Officiel* No. L84 dated April 16, 1970).

FRUIT AND VEGETABLES

Regulation (CEE) No. 678/70 concerns certain uses of apples which are subject to intervention measures (*Journal Officiel* No. L84 dated April 15, 1970).

Regulation (CEE) No. 657/70 modifies for the second time **Regulation (CEE) No. 565/70** relating to the administration of the grading system for the import of table apples (*Journal Officiel* No. L80 dated April 10, 1970).

Regulation (CEE) No. 686/70 modifies for the third time **Regulation (CEE) No. 565/70** relating to the administration of the grading system for the import of table apples and modifies **Regulation (CEE) No. 459/70** (*Journal Officiel* No. L84 dated April 16, 1970).

POULTRY MEAT

Regulation (CEE) No. 665/70 repeals the supplementary amounts for imports of live and slaughtered poultry (*Journal Officiel* No. L81 dated April 11, 1970).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 664/70 extends the application of **Regulation (CEE) No. 1286/69** relating to regular auctions for powdered skimmed milk intended for processing into swine or poultry fodder (*Journal Officiel* No. L81 dated April 11, 1970).

The *Journal Officiel des Communautés Européennes* No. C43 dated April 11, 1970 contains the text of a Proposed Decision to authorize Italy to maintain transitionally certain provisions concerning central dairies. It should be noted that the text of this Directive when finally approved may differ from the draft text referred to above.

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 698/70 relates to the special rules to be applied to the import of certain frozen cattlemeat (*Journal Officiel* No. L85 dated April 17, 1970).

CEREALS AND RICE

Regulation (CEE) No. 656/70 modifies **Regulation (CEE) No. 1670/69** which relates to certain measures to be taken in the cereals and rice sectors following the devaluation of the French Franc (*Journal Officiel* No. L80 dated April 10, 1970).

Imports from non-member countries

THE *Board of Trade Journal* dated August 13, 1969 (page 451) contained details of goods which under Article 115 of the Treaty of Rome will not benefit from Community treatment when imported by a Member State. even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. L82 dated April 14. 1970 contains the text of **Decision No. 70/236/CEE** authorizing Belgium, Luxembourg and the Netherlands to exclude from Community treatment protective gloves for all trades (Common Customs Tariff No. 42.03 B I) originating in China and freely circulating in France.

The French text of this Decision may be seen on application to the Tariff Section of Export Data Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Harmonization of legislation—motor vehicles correction

THE *Board of Trade Journal* dated April 22, 1970 (page 1128) contained an announcement about **Directive No. 70/220/CEE** relating to the measures to be taken against air pollu ion by gases coming from spark-ignition engines fitted to motor vehicles. The *Journal Officiel des Communautés Européennes* No. L81 dated April 11, 1970, contains a correction to this Directive.

BELGIUM

Price control regulations

IT HAS come to the notice of the Commercial Department of the British Embassy in Brussels that problems have arisen for exporters from the operation of the Belgium price control legislation.

The Department have therefore prepared a background note on this subject, copies of which are available on request from the Board of Trade, Commercial Relations and Exports Division 3, Room 367, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2295).

SWITZERLAND

Duty free import of silk and cotton fabrics

THE SWISS Federal Council has published an Order, dated April 6, 1970, which authorizes the duty-free import, under certain conditions, of silk fabric, silk waste and cotton fabric (falling within BN headings 5009.10-40, ex 5509.10-46, 5509.69/10-46, 5509.79/10-46) for a period of two years from July 1, 1970.

Details of the Order can be obtained from, and inquiries about this notice should be addressed to, Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 459 or 460).

IRISH REPUBLIC

Importation of cats and dogs

THE MINISTER of Agriculture and Fisheries in the Irish Republic has made a new Order concerning the importation of cats and dogs (SI No. 65/1970).

This Order extends from eight to twelve months, with effect from April 8, 1970, the statutory minimum period of detention and isolation which imported cats and dogs must undergo at approved quarantine premises.

Inquiries from British exporters may be made of Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-240 5757, Ext. 467).

SPAIN

Opening of global quotas

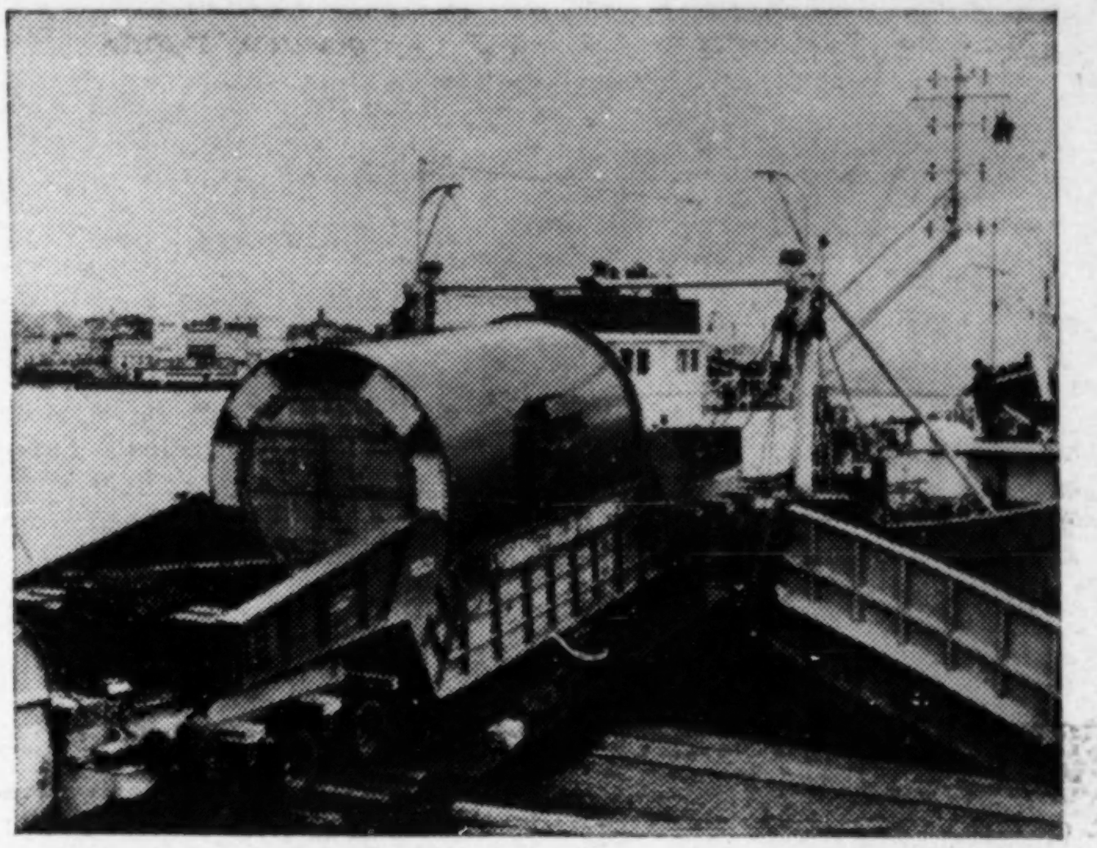
THE SPANISH global quotas for 1970 were published in the *Board of Trade Journal* dated February 4. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas. Quotas 1 to 5 are open until May 5, quota No. 6 is open until November 30 and quota No. 7 is open permanently.

Quota Number	Goods	Value of licences for which applications are invited (Pesetas)
1	Hops	38,500,000
2	Meat preserves	38,720,000
3	Fruit preserves	38,720,000
4	Miscellaneous food products	7,865,000
5	Soups and soup preparations	14,520,000
6	Beer	17,765,000
7	Fish meal	Unspecified

GREECE

Relaxation of controls on prices of pharmaceuticals

IT HAS been reported by the Embassy in Athens that the Greek government are allowing a 10 per cent price differential between c.i.f. and country of origin prices on pharmaceuticals already registered and in circulation in Greece. New products, however, must have an identical c.i.f. and country of origin wholesale price.



The 123-ton generator stator for the first thermal power station of Fuerzas Electricas del Noroeste (Fenosa) was recently off-loaded at La Coruña, Spain, from the 'Navipesa Uno'. This was the maiden voyage of a new roll-on roll-off ship on charter to the Euromar Line. English Electric-AEI Turbine Generators Ltd., are supplying a complete 120 MW power unit on an order worth £2¾ million for installation in Sabon Thermal Power Station, located about five miles from La Coruña in the north-west of Spain.

Inquiries arising from this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Minimum period for return of advance deposits on imports

IT WAS reported in the *Board of Trade Journal* of March 25 that Greece had made the minimum period for return of advance import deposits on all goods in lists F50 or F100 four months.

The text of the Foreign Trade Council Decision has now been received and it would appear that not all goods are affected, as originally thought. A list of 73 consumer items on schedules F50 or F100 may be obtained on request from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

MALTA

Postal strike

FIRMS ARE advised that during the present postal strike in Malta correspondence addressed to the British High Commission, Valletta should be sent c/o BFPO 51.

At the time of writing this notification (20.4.70) the strike has been on for one week, therefore mail sent to Malta from the United Kingdom since April 9 must be assumed to be lying uncleared in the General Post Office, Malta.

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.

EUROPEAN FREE TRADE ASSOCIATION

Tariff treatment of certain textile products

THE GOVERNMENTS of Norway, Sweden, Denmark and Finland have decided that certain textile products imported into their territories can, in certain circumstances, be accepted as eligible for EFTA tariff treatment, although the products have not been manufactured in the EFTA area from the stage specified in Annex B to the Stockholm Convention (which contains the EFTA origin rules). This decision came into effect on March 1, 1970. It was taken under Article 4 (3) of the Convention, which reads as follows:

> 'Nothing in this Convention shall prevent a Member State from accepting as eligible for Area tariff treatment any goods imported from the territory of another Member State, provided that the like goods imported from the territory of any Member State are accorded the same treatment.'

The products covered by this decision are:

ex 51.04	Woven fabrics of man-made fibres (continuous), including woven fabrics of monofil or strip of heading No. 51.01 or 51.02, not printed or flocked.
53.11	Woven fabrics of sheep's or lambs' wool or of fine animal hair.
ex. 56.07	Woven fabrics of man-made fibres (discontinuous or waste), not printed or flocked.
58.02	Non-knotted carpets, carpeting, rugs, mats and matting, and 'Kelem', 'Schumacks' and 'Karamanie' rugs and the like (made up or not).
58.05	Narrow woven fabrics, and narrow fabrics (bolduc) consisting of warp without weft assembled by means of an adhesive, other than goods falling within heading 58.06.
59.13	Elastic fabrics and trimmings (other than knitted or crocheted goods) consisting of textile materials combined with rubber threads.
60.01	Knitted or crocheted fabric, not elastic or rubberized.
ex. 60.02	Gloves, mittens and mitts, not complete and ready for wear.
ex. 60.03	Stockings, understockings, socks, ankle-socks, sockettes and the like, not complete and ready for wear.
ex 60.04	Undergarments, not complete and ready for wear.
ex 60.05	Other garments and other articles, not complete and ready for wear and use.
ex 60.06	Knitted or crocheted fabric, elastic or rubberized.
ex 60.06	Other articles of 60.06, except garments and articles which are complete and ready for wear or use.

These products are debarred from EFTA treatment under the EFTA Convention origin rules if they contain textile yarns imported from outside the Area (except for the limited quantities which may in certain circumstances be permitted under the provisions of Introductory Note 5 to Schedule II to Annex B of the Convention, and except for coir yarn which may be used in the manufacture of carpets (58.02)).

The decision mentioned in paragraph 1 means that the above products may contain any amount of continuous synthetic filament yarn of non-EFTA origin without debarring them from Area tariff treatment on import into Denmark, Finland, Norway or Sweden (but no other EFTA country) *provided* that all such yarns have been texturized in the EFTA area.

For this purpose 'texturizing' means increasing the bulkiness and/or elastic extensibility of the yarn either by a heat-fixed twisting process (i.e. the 'false-twist' process) or by some other process which imparts to the yarns permanent crimps, coils, loops curls or similar fine distortions.

'Synthetic yarns' means yarns produced by polymerization or condensation of organic monomers, for example polyamides, polyesters, acrylics and polypropylenes.

The products must comply in all other respects with the existing EFTA Convention origin rules; they must also satisfy the consignment and no-drawback rules. They will not be reckoned as wholly of EFTA origin when used in the manufacture of goods for which the exporter intends to claim EFTA treatment under the percentage criterion; i.e. Rule 3 (a) Annex B to the Convention does not apply.

United Kingdom exporters who wish to claim EFTA treatment under this arrangement on exports to Denmark, Finland, Norway or Sweden of the relevant products should insert on the EFTA declaration or certificate the Brussels Nomenclature number relating to the goods, followed by the word 'NORD' in the column headed 'origin criterion'. If invoice declaration 1a(B) is used, this insertion should be made in paragraph 2.

It is important to note that this arrangement applies only to imports into Norway, Sweden, Denmark and Finland. The products in question will not be accorded EFTA treatment in Austria, Iceland, Portugal, Switzerland, or the United Kingdom, unless they comply in full with the convention rules of origin.

Inquiries about this notice should be addressed to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1 (Tel. 01-222 7377, Ext. 2713).

SYRIA

Import licence decision

ACCORDING TO A report in the Lebanese Press, the Syrian Government have issued Arrete No. 148 of April 2, 1970, cancelling all existing import licences except for:

(a) Gods which have already been despatched or for which a Letter of Credit has been opened.
(b) Goods imported in transit.
(c) Goods carried in travellers' baggage and goods the import of which does not involve the transfer of foreign currencies.
(d) Goods purchased by certain, named, Government departments.

All existing licences are subject to revision.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Adams Powel Equipment Ltd., of Gateshead, Co. Durham, who claim to be the world's largest producer of concrete tile making machinery, are now despatching the second of three big orders won from Western Europe in the past 12 months. The order, placed by Seric Industrie of France, and worth £160,000, consists of a CA 5,000 machine, capable of producing 5,000 tiles an hour, plus the company's own automatic handling and racking system and other ancillary equipment including moulds, mixers and conveyers.

Certificates of Origin

Export Invoices for all Commonwealth Countries
Also E.F.T.A. Certificates

Complete price list on request

For our unequalled return of post service—write, wire or phone
THE CHATSWORTH PRESS & PAPER CO., LTD.
39, Waterloo Road, London. N.W.2. *Tel.:* 01-452 9861 (3 lines)

KUWAIT

Regulations concerning boric acid, anagestone acetate and food additives

THE FOLLOWING is a summary of two ministerial orders published in the Kuwait *Official Gazette* No. 772 dated April 12, 1970.

Order No. 26/70: The Health Minister has prohibited importation, possession, sale or dealing in any drug or other substance containing boric acid for internal use. Pharmaceuticals containing boric acid for external use should have the following written on the outside label of the container – 'for external use only and may not be used in case of inflamed or injured skin in any manner whatsoever'.

Order No. 28/70: The Health Minister has prohibited the importation, possession, sale or dealing in the drug known as 'neonovum' or any similar drug containing 'anagestone acetate' alone or with 'mestranol'

The following notice appeared in the same gazette: further to ministerial order No. 4/1970 dated January 26, 1970, on cyclamate, the Ministry of Commerce and Industry announce the necessity to show additional substances other than basic ingredients such as colouring and other materials included in the chemical composition of foodstuffs.

A full translation of these orders will be available soon. Inquiries should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

IRAN

Import and export rules and regulations

THE BOARD OF TRADE has received a copy of the General Rules and Regulations governing Iranian exports and imports for the current year. Included is the following information.

Ministry of Economy permission is not required for:

a. Goods subject to Tariffs 153/1, 154/1, 154/2, 155/1, 155/2, 156, 157A, 157B/1, 157B/2, 157B/3 and 159/1. Registration of orders for these goods intended for import in barrels is not permitted. Registration of orders for Gin and Whisky concentrates is dependent upon the prior agreement of the Ministry of Economy.
b. Methyl Alcohol (Methanol) Tariff 296A.
c. Formaldehyde (Aldehydes) from Tariff 270A.
d. Sensitized Ozalid paper (Transparent and Ecural) from Tariff 296B.
e. Window Pane Tariff 666.
f. All kinds of ironware subject to Tariffs 701/1, 701/2 and 701/5 (excluding iron, circular section of diameter 11 mm to 32 mm) and iron beams Tariff 701/4 excluding those from 20 mm to 50 mm) and ironware under Tariff 701/7.

Registration of orders for synthetic fibres under Tariffs 462, 463, 467 and 468 require permission of Ministry of Economy.

Inquiries about this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
30/- plus Post 2/-

AFRICA

LE MONITEUR AFRICAIN
Adv. Rates: Pg FF2,000, $400
Revue Francaise d'Etudes Politiques Africaines. Adv. Rates: Pg. FF500; $100
L'Afrique Litteraire et Artistique. Adv. Rates: Pg. FF500; $100
L'Annee Politique et Economique Africaine. Adv. Rates: Pg. FF1,000; $200

PUBLISHING & DISTRIBUTING CO. LTD.,
MITRE HOUSE, 177 REGENT STREET, LONDON, W.1.
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

MALAWI

Import controls

THE MALAWI Control of Goods (Import and Export) (Commerce) (Amendment) (No. 2) Order, 1970, amends, with effect from March 24, the Control of Goods (Import and Export) (Commerce) Order, 1967 (published in the *Board of Trade Journal* of February 24, 1967, page 546) by the addition of the following items to the list of goods for which an import licence is required:

Second Schedule

12. All goods falling within the class of goods described in each of the following headings set out in the customs tariff prescribed under section 83 of the Customs and Excise Act, 1969:

Provided that where the term 'ex' appears in front of any heading the goods described opposite such heading, and not all the goods falling within the class described in such heading, are specified:

Heading	Description of goods
32.13.01	Printing, lithographic and ruling inks (including printers' bronzes and the like).
ex 40.14.99	Erasers.
48.01.01	Newsprint.
48.01.96	Paper and paperboard not elsewhere specified in heading 48.01 put up for sale by retail.
48.01.97	Paper and paperboard not elsewhere specified in heading 48.01 not put up for sale by retail.
48.13.99	Carbon and copying papers (including duplicator stencils) and transfer papers, cut to size, whether or not put up in boxes, not elsewhere specified in heading 48.13.
48.14	Writing blocks, envelopes, letter cards, plain postcards, correspondence cards; boxes, pouches, wallets and writing compendiums, of paper or paperboard, containing only an assortment of paper stationery.
48.15.03	Gummed strip, wrappers and wrapping paper, paper wool, paper and paperboard of a kind used in industry, not put up for sale by retail.
48.15.99	Paper and paperboard cut to size or shape (excluding toilet paper) not elsewhere specified in heading 48.15.
48.17	Box files, letter trays, storage boxes and similar articles, of paper or paperboard, of a kind commonly used in offices, shops and the like; Registers, exercise books, note books, memorandum blocks, order books, receipt books, diaries, blotting pads, binders (loose leaf or other), file covers and other stationery of paper or paperboard; sample and other albums and book covers, of paper or paperboard.
48.21.99	Articles of paper pulp, paper, paperboard or cellulose wadding not elsewhere specified in heading 48.21.
49.09	Picture postcards, Christmas and other picture greeting cards, printed by any process, with or without trimmings.
49.10.99	Calendars of any kind, of paper or paperboard, including calendar blocks, not elsewhere specified in heading 49.10.
49.11.99	Printed matter, including printed pictures, photographs, forms and tickets, not elsewhere specified in heading 49.11.
ex 83.05	Staples for office stapling machines.
ex 84.54	Office punches, office stapling machines.
ex 98.03	Pencils and ball-point pens.
ex 98.07	Hand-operated numbering stamps.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Customs tariff amendment

MALAWI GOVERNMENT Notice No. 49, amends the Customs Tariff with effect from April 1, 1970, to the following extent:

PART III – Customs duties

By the deletion of all the material in columns 1 and 6 inclusive in respect of heading 19.07 and the substitution therefor of the following:

BTN No.	Nomenclature		Effective Rates		
1	2	3	4	5	6
19.07	Bread, ships' biscuits and other ordinary bakers' wares, not containing sugar, honey, eggs, fats, cheese or fruit	—	Free	Free	Free
19.08	Pastry, biscuits, cakes, and other fine bakers' wares, whether or not containing cocoa in any proportion	—	30%	30%	20%
(Britain pays the Column 6 rate of duty.)					

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

Suspension of duties

GOVERNMENT NOTICE No. 64, the Customs and Excise (Amendment) (No. 5) Regulations, 1970, amends, with effect from April 1, Part I of the Sixth Schedule to the Malawi Customs and Excise Regulations, 1969, by the addition of the following item:

Part I: Suspension of Customs Duties

(1)	(2)	(3)	(4)	(5)	(6)
Ex 25.23	Cement clinker	—	Free	Free	Free

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

DAHOMEY

Tariff modifications

ORDONANCE No. 69-54D-MEF-DB of December 31, 1969, announced the following Dahomey tariff modifications which took effect on January 1, 1970:

Tariff No.	Description	Fiscal import duty duty	Minimum rate of Customs duty	General rate of Customs duty
		Per cent	Per cent	Per cent
04-04	Cheeses	60	72	88
07-01	Fresh vegetables	35	50	80
08-02	Citrus fruits, fresh or dried	26	41	71
08-03	Figs, fresh or dried	25	30	40
08-04	Grapes, fresh or dried	47	53	65
08-05	Fruits with shells	25	30	40
08-06	Apples, pears and quinces	47	53	65
08-07	Stone fruits, fresh	47	53	65
08-08	Berries, fresh	47	53	65
16-01	Sausages and the like	66	72	84
16-02	Hams	66	72	84
16-04	Caviar and caviar substitutes	72	90	127
18-06 A	Chocolate and other prepara-	52	64	88
18-06 B	containing cocoa	62	74	98
19-03 *m*	Edible pastes	44	50	62
19-07 A		26	31	41
19-07 B	Bread, ships. biscuits	44	50	62
19-08	Fine bakers' ware, pastry, biscuits whether or not containing cocoa in any proportion	55	61	73
20-02	Vegetables, pot herbs, preserved other than by vinegar or acetic acid, presented in tins, or in hermetically sealed containers	44	56	80
20-03	Fruits preserved by freezing containing added sugar	56	62	74
20-04	Fruit, fruit-peel, parts of plants preserved by sugar	72	84	108
20-05	Fruit purees and pastes whether or not containing added sugar	72	84	108
20-06	Fruit otherwise prepared or preserved whether or not containing added sugar or spirits taining added sugar or spirits	72	84	108
49-02	Journals and periodicals	25	35	50
63-01 A & B	Secondhand clothes	46	64	101
63-02	Rags and dusters	46	64	101
70-10	Carboys and glass bottles	46	64	101
73-24	Containers in iron or steel	44	50	81
73-38 B a	Household articles of enamelled iron	17	26	46
84-15	Refrigerators and refrigeration equipment	30	36	48
85-14	Microphones and stands, loudspeakers	66	75	92
85-15 B	Reception apparatus	15	20	35
90-07	Photographic apparatus	69	75	87
92-11 A	Tape recorders	69	75	87
92-11 B	Electrophonic equipment	69	75	87
92-12	Sound recordings, records	69	75	87

The rates of fiscal import duty, miniumum, and general rates of customs duty have been raised by 15 points for the following:
chapter 15: Tariff Nos. 15-01 to 15-06, 15-07 A (excepting 15-07 Ae), 15-07 Bc - Bz, chapters 41, 68, 78 and 79.
The rates of fiscal import duty, minimum and general rates of customs duty have been raised by 20 points for the following:
chapters 21, 26, 27: Tariff Nos. 27-11 to 27-17, chapters 28, 29, 33: Tariff Nos. 33-01 to 33-05, chapter 34: Tariff Nos. 34-02 to 34-05, chapters 35, 39, 51, 52, 53, 54, 56, 58, 82 and 83.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408, 423, 288).

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

GHANA

Special surcharge on imported goods

THE SPECIAL surcharge on Imported Goods (Amendment) Act, 1970, published in the *Ghana Gazette* of April 10, amends, with effect from March 12, the list of goods exempt from surcharge introduced by the Ghana National Liberation Council by Decree 325 on February 13, 1969, (published in the *Board of Trade Journal* of March 7, 1969, page 724) by the addition of the following items:

Schedule

Part I

List of exempt goods

7. Fish prepared or preserved, namely, sardines, salmon, pilchards and mackerel;
8. Foods specially prepared and put up for feeding infants;
9. Corned beef;
10. Milk;
11. Rice;
12. Beet and cane sugar, solid.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

TOGO

Transit tax

A NOTICE was published in the *Board of Trade Journal* of March 4, 1970, P.622, reporting a new Togo Transit Tax (taxe speciale de transit) created by Ordonnance-Loi No. 26 of November 12, 1969. It has since been reported that this does not apply to merchandise for the restocking of ships and aircraft.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408. 423 and 288).

Far away places
are big markets.
Remember them!
Your overseas clients will appreciate 'Slaintheva' the Premium Scotch Whisky, made "personally" – for them.
Orders taken in the UK for delivery in many parts of the world.
Gifts sent to overseas clients are eligible for deduction as a business expense.
ANY NAME HAND INSCRIBED HERE
SWIGS
Contact us for details immediately
SWIGS 17 STRATTON STREET, LONDON W.1
Telephone 01-629 3025/6

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

THE FOLLOWING changes are notified in the South African *Government Gazette* of April 10.

R557: The duty on sardines in oil, in airtight metal containers, is decreased from 250c per 100 lb. net (General) and 125c per 100 lb. (Preferential) to 255c per 100 lb. net (General) and 115c per 100 lb. net (Preferential).

R558: The provision in subheading No. 48.21.70 for offset duplicating masters is deleted and suitable provision therefor is made in sub-heading No. 48.13.20.

SEYCHELLES

Import licensing

PROCLAMATION No. 14 of 1969, issued by the government of the Seychelles prohibits, with effect from January 1, 1970, the importation of tea valued at c.i.f. at less than Rupees 3.50 per lb. except under and in accordance with an import licence granted by the Financial Secretary.

In this proclamation 'tea' means dried leaves of the tea plant known botanically as *Camellia Thea* (Link) – (*Thea Sinensis*) (L) which are capable of being used to make a beverage by steeping, infusion, decoction, or any other means.

Inquries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757; Ext. 471/2/3).

Customs tariff amendment

THE BOARD of Trade has received a copy of the Seychelles Customs Tariff (Amendment) (No. 3) Regulations, 1969. The effect of this notice is to amend, with effect from November 18, the Customs Tariff (Amendment) (No. 2) Regulations, 1968, published in the *Board of Trade Journal* of April 5, 1968, pages 1126 to 1130, by the addition of the following new item immediately after item 12:

Schedule B of the Customs Tariff Ordinance—
Exemptions from Import Duty

12A.	Fire extinguishers and other fire fighting equipment accepted by the Collector of Customs as being usable for no other purpose.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

SINGAPORE

Amendments to import control

THE SINGAPORE *Government Gazette* dated April 1, 1970, published The Prohibition of Imports (General Licence) (Amendment No. 4) Notification, 1970, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by the deletion of the following:

9. Hides and skins of oxen, buffaloes, sheep and goats
10. Live poultry
11. Meats (including bones and offals), sausages and other meat-preparations of bovine, cattle, sheep, goats, swine, boars, whether fresh, chilled, frozen, pickled, salted, smoked, dried or cooked
13. Sterilized fertilizers of animal origin
15. Livestock and cattle
16. Swine.

This notice means that the above-mentioned goods are no longer subject to special import licensing.

Control of Manufacture Ordinance

THE SINGAPORE *Government Gazette*, dated March 26, 1970, publishes the Control of Manufacture Order, 1970. The First Schedule to the Control of Manufacture Ordinance, 1959, is amended by the addition of the following:

(xci) Sawn timber (graded and ungraded)

(xcii) Spare parts and components for motor vehicles.

This ordinance requires intending manufacturers of the scheduled items to register.

AUSTRALIA

Dumping Tariff Board inquiry

THE AUSTRALIAN Minister of Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether:— Isobutyl Methyl Ketone;
diacetone Alcohol;
2-Methylpentane-2, 4-Diol;
4-Methylpentan-2-ol
(tariff items 29.13.2, 29.13.2, 29.04.9 and 29.04.3 respectively) have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

Interim cash security action has been imposed on goods exported to Australia on, or after, May 11, 1970.

This matter has been reported by the British High Commission at Canberra which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than May 18, 1970.

Before this date, therefor, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting refernce No. CRE 777/70.

Tariff Board inquiry on cheese

THE AUSTRALIAN Minister of Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether cheeses, other than cheddar, tariff item 04.04 have been or are being sold to a person in Australian at an export price which is less than the normal value in the country of exporation;

(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by the British High Commission at Canberra which have been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than May 19, 1970.

Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 786/70,

NEW ZEALAND

Cancellation of Tariff and Development Board inquiry: certain electrical apparatus

THE NEW ZEALAND Tariff and Development Board inquiry into the elimination of margins on certain electrical apparatus (Tariff Items 85.19.21, 22, 23, 24, 25; 85.19.34, 35) has been cancelled as the objection has been withdrawn.

Details of this inquiry were published in the *Board of Trade Journal* of March 25, 1970, page 869.

Inquries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 26547/G.

Elimination of margins

IN AN EXCHANGE of letters associated with the New Zealand/Australia Free Trade Agreement, the New Zealand Government expressed the intention of eliminating the margins by which the rates of duty applicable to certain goods imported from Australia exceed those applicable to goods imported under the same tariff item from other countries.

The New Zealand Minister of Overseas Trade has requested the Tariff and Development Board to make recommendations from time to time on the progressive implementation of this policy and in this regard the Board now intends to consider the goods listed in the following schedule.

If no representations are received to the contrary the Board proposed to recommend that, in respect of these goods, the rates of duty applicable to imports from Australia be reduced to the level of the present British Preferential Tariff rates. Any person or firm desiring to make representations regarding an item or items should send their representations to Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Friday, June 5, 1970.

Such representations should be in the form in which it would be intended to submit them as evidence under oath at a public inquiry and the 'Notes for Guidance of Witnesses' prepared by the Board may be found of assistance.

Copies of these notes may be obtained from the Export Policy and Promotion Division, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

If public inquiries are found to be necessary in respect of any item or items notice to this effect will be given.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before the Tariff and Development Board.

Any changes made are likely to remain in force indefinitely, and any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Trade associations or firms can give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, Telegraphic address 'Transtrade', Tel. Wellington 43-706 (BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member).

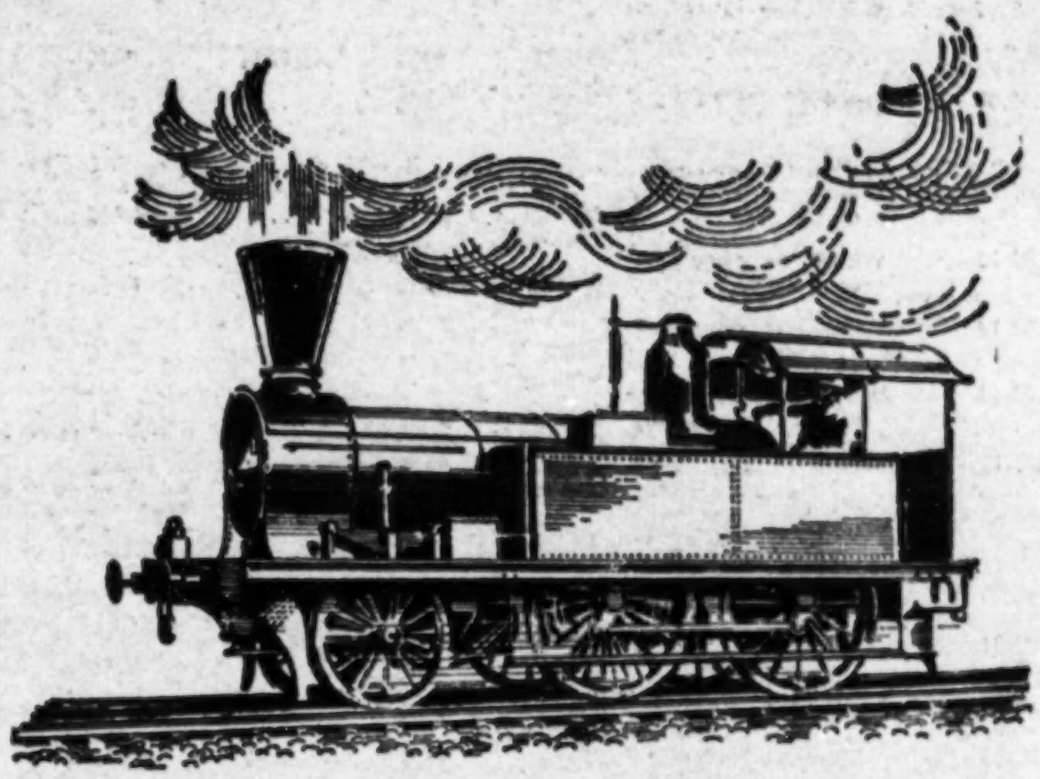
Any British trade association, or firm, requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 26547G.

SCHEDULE

Number	Description	Present rates of duty			
		British Preferential	Aul	Most Favoured	General Tariff
60.01	Knitted or crocheted fabric, not elastic nor rubberized:				
	Containing sheep's or lambs' wool or fine animal hair:				
60.01.03	Not felted	25%	32½%	45%	57½%
	Other:				
	Wholly or principally of silk or man-made fibres:				
	Other kinds:				
60.01.07	Of silk	Free Can. 10%	10%	..	25%
	Of regenerated fibres:				
60.01.21	Containing elastomeric fibres	Free Can. 10%	10%	..	25%
60.01.22	Other	Free Can. 10%	10%	..	25%
	Of synthetic fibres:				
60.01.02	Containing elastomeric fibres	Free Can. 10%	10%	..	25%
60.01.24	Other	Free Can. 10%	10%	..	25%
60.03	Stockings, under stockings, socks, ankle-socks, sockettes and the like, knitted or crocheted not elastic nor rubberized:				
60.03.01	Footwear not having applied soles	32½% Can. 45%	45%	65%	80%

(*Continued on next page*)

The **Pilgrim**
became New Zealand's first railway
locomotive in 1863



Are you up to date on New Zealand?

In that year, the *Pilgrim*, a typical English-built tank locomotive of the period, made the first run from Christchurch to Ferrymead. Today, our country continues to need overseas manufactured goods to maintain one of the highest standards of living in the world. Which is where the National Bank comes in: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions, investment prospects, import/export needs; on profitable business or travel contacts; on all manner of useful facts and figures. All this information we will gladly pass on — to your trading benefit.

Why not get in touch with us here in London? Just for a start, we'll let you have a copy of our important periodical *Review of the Economic Situation in New Zealand.*

The National Bank
OF NEW ZEALAND LIMITED
Our London Address: 8 Moorgate, E.C.2. (Tel: 01-606 8311)

NEW ZEALAND, *continued*

Number	Description	Present rates of duty			
		British Preferential	Aul	Most Favoured	General Tariff
	Women's and girls' full length stockings:				
60.03.02	Wholly or principally of silk	27½% Can. 55%	45%	..	80%
60.01.03	Wholly or principally of wool	27½% Can. 45%	45%	..	80%
60.03.04	Wholly or principally of cotton	27½% Can. 45%	45%		80%
60.03.05	Wholly or principally of nylon	32½% Can. 45%	45%	65%	80%
60.03.07	Wholly or principally of other man-made fibres	32½% Can. 45%	45%	65%	80%
60.03.09	Other	32½% Can. 45%	45%	..	80%
	Men's and boys' half and three-quarter hose:				
60.03.11	Wholly or principally of silk	32½% Can. 45%	45%	..	80%
60.03.12	Wholly or principally of wool	32½% Can. 45%	45%	..	80%
60.03.13	Wholly or principally of cotton	32½% Can. 45%	45%	65%	80%
60.03.14	Wholly or principally of man-made fibres	32½% Can. 45%	45%	65%	80%
60.03.19	Other	32½% Can. 45%	45%	..	80%
	Other kinds:				
	Wholly or principally of cotton, of man-made fibres of mixtures or combinations thereof:				
60.03.21	Infants' up to the age of two years	32½% Can. 45%	45%	65%	80%
60.03.22	Women's and girls'	32½% Can. 45%	45%	65%	80%
60.03.23	Men's and boys'	32½% Can. 45%	45%	65%	80%
	Other:				
60.03.24	Infants' up to the age of two years	32½% Can. 45%	45%	..	80%
60.03.25	Women's and girls'	32½% Can. 45%	45%	..	80%
60.03.29	Men's and boys'	32½% Can. 45%	45%	..	80%
60.04	Under garments, knitted or crocheted, not elastic nor rubberized:				
	Shirts, pyjamas, nightdresses and the like:				
60.04.01	Of sizes not exceeding 32 in. chest measurement	32½% Can. 45%	45%	..	80%
60.04.03	Other sizes	32½% Can. 45%	45%	..	80%
60.04.05	Other	32½% Can. 45%	45%	..	80%
60.05	Outer garments and other articles, knitted or crocheted, not elastic nor rubberized:				
	Garments:				
60.05.02	Suits, coats, waistcoats and the like	32½% Can. 45%	45%	..	80%
	Cardigans, jumpers, jerseys, pullovers and the like:				
60.05.03	Of sizes not exceeding 32 in. chest measurement	32½% Can. 45%	45%	71%	80%
60.05.05	Other sizes	32½% Can. 45%	45%	71%	80%
60.05.07	Women's and girls' blouses skirts and the like, imported separately	32½% Can. 45%	45%	..	80%
60.05.09	Shorts	32½% Can. 45%	45%	..	80%
60.05.12	Trousers	32½% Can. 45%	45%	..	80%
60.05.14	Tracksuits and the like	32½% Can. 45%	45%	..	80%
60.05.19	Other	32½% Can. 45%	45%	71%	80%
	Other articles:				
60.05.21	Ties. bow ties, cravats	32½% Can. 45%	45%	..	80%
60.05.22	Belts	27½% Can. 45%	45%	..	80%
60.06	Knitted or crocheted fabric and articles thereof, elastic or rubberized (including elastic knee-caps and elastic stockings):				
	Articles:				
60.06.09	Other garments. rubberized	32½% Can. 45%	45%	..	80%

Number	Description	Present rates of duty			
		British Preferential	Aul	Most Favoured	General Tariff
61.01	Men's and boys' outer garments:				
61.01.02	Overcoats	32½% Can. 45%	45%	..	80%
61.01.03	Suits	32½% Can. 45%	45%	..	80%
61.01.04	Coats	32½% Can. 45%	45%	..	80%
61.01.05	Waistcoats	32½% Can. 45%	45%	..	80%
61.01.06	Shorts	32½% Can. 45%	45%	..	80%
61.01.08	Trousers	32½% Can. 45%	45%	..	80%
61.01.11	Overalls, bib or combination	32½% Can. 45%	45%	..	80%
61.01.19	Other	32½% Can. 45%	45%	71%	80%
61.02	Women's, girls' and infants' outer garments:				
61.02.01	Overcoats	32½% Can. 45%	45%	65%	80%
61.02.02	Costumes	32½% Can. 45%	45%	65%	80%
61.02.03	Jackets	32½% Can. 45%	45%	65%	80%
61.02.04	Skirts	32½% Can. 45%	45%	65%	80%
61.02.06	Blouses	32½% Can. 45%	45%	65%	80%
61.02.08	Dresses	32½% Can. 45%	45%	65%	80%
61.02.09	Shorts	32½% Can. 45%	45%	65%	80%
61.02.12	Trousers	32½% Can. 45%	45%	65%	80%
61.02.19	Other	32½% Can. 45%	45%	65%	80%
61.03	Men's and boys' under garments, including collars, shirt fronts and cuffs:				
	Shirts:				
61.03.01	Of sizes not exceeding 32 in. cheast measurement	32½% Can. 45%	45%	..	80%
61.03.03	Other sizes	32½% Can. 45%	45%	..	80%
	Pyjamas:				
61.03.05	Of sizes not exceeding 32 in. chest measurement	32½% Can. 45%	45%	..	80%
61.03.07	Other sizes	32½% Can. 45%	45%	..	80%
61.03.09	Collars, collar bands, shirt fronts and cuffs	32½% Can. 45%	45%	..	80%
61.03.11	Other	32½% Can. 45%	45%	..	80%
61.04	Women's, girls' and infants' under garments:				
	Shirts:				
61.04.01	Of sizes not exceeding 32 in. chest measurement	32½% Can. 45%	45%	..	80%
61.04.03	Other sizes	32½% Can. 45%	45%	..	80%
	Pyjamas and nightdresses:				
61.04.05	Of sizes not exceeding 32 in. chest measurement	32½% Can. 45%	45%	..	80%
61.04.07	Other sizes	32½% Can. 45%	45%	..	80%
61.04.11	Other garments	32½% Can. 45%	45%	..	80%
61.06.00	Shawls, scarves, mufflers, mantillas, veils and the like	32½% Can. 45%	45%	..	80%
61.07.00	Ties, bow ties and cravats	32½% Can. 45%	45%	..	80%
61.08.00	Collars, tuckers, fallas, bodice-fronts, jabots, cuffs, flounces, yokes, and similar accessories and trimmings for women's and girls' garments	32½% Can. 45%	45%	..	80%
61.09	Corsets, corset-belts, suspender-belts, brassieres, braces, suspenders, garters and the like (including such articles of knitted or crocheted fabric), whether or not elastic:				
61.09.01	Corsets and the like	32½% Can. 45%	45%	..	80%
61.09.02	Brassieres	32½% Can. 45%	45%	..	80%
61.09.03	Braces, suspenders, garters and the like	32½% Can. 45%	45%	..	80%
61.09.09	Other	32½% Can. 45%	45%	..	80%
61.10	Gloves, mittens, mitts, stockings, socks and sockettes, not being knitted or crocheted goods:				
61.10.09	Stockings, socks and sockettes	32½% Can. 45%	45%	..	80%

Number	Description	Present rates of duty			
		British Preferential	Aul	Most Favoured Nation	General Tariff
61.11	Made-up accessories for articles of apparel (for example, dress shields, shoulder and other pads, belts, muffs sleeve protectors pockets):				
61.11.01	Belts	27½% Can. 45%	45%	..	80%
61.11.09	Other	32½% Can. 45%	45%	..	80%

Customs Tariff changes (1)

DETAILS ARE given below of changes in the New Zealand Customs Tariff which came into effect on January 1, 1970.

Chapter 59

Wadding and felt; twine, cordage, ropes and cables; special fabrics; impregnated and coated fabrics; textile articles of a kind suitable for industrial use

Number	Description	Unit	Rates of Duty		
			British Preferential	Most Favoured Nation	General Tariff
59.02	Felt and articles of felt, whether or not impregnated or coated:				
	Containing sheep's or lambs' wool or fine animal hair:				
	Floor rugs:				
59.02.11	As may be approved by the Minister and under such conditions as he may prescribe	..	Free	..	10%
59.02.12	Other	..	27½% Aul. 11%	..	37½%
	Other kinds:				
59.02.13	As may be approved by the Minister and under such conditions as he may prescribe	..	Free	..	10%
59.02.14	Other	..	27½%	..	37½%
	Other kinds:				
59.02.15	As may be approved by the Minister and under such conditions as he may prescribe	..	Free	..	10%
59.02.19	Other	..	27½%	..	37½%

The following items were revoked on January 1, 1970:
59.02.01 59.02.09

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Customs Tariff changes (2)

DETAILS ARE given below of changes in the New Zealand Customs Tariff which came into effect on February 13, 1970.

Chapter 22

Beverages, spirits and vinegar

Number	Description	Unit	Rates of Duty		
			British Preferential	Most Favoured Nation	General Tariff
22.09	Spirits (other than those of heading No. 22.08); liqueurs and other spirituous beverages; compound alcoholic preparations (known as "concentrated extracts") for the manufacture of beverages:				
	Cordials, liqueurs, and bitters (other than bitters prepared solely for use as flavouring for food or beverages):				
22.09.01	Containing not more than 40% of proof spirit †	Gal.	$1·10 Aul. $1·32	$1·40 SA $1·32	$1·60
22.09.02	Containing more than 40% of proof spirit but not exceeding the strength of proof *per proof gal.*	Proof gal.	$18·00	$18·00	$18·00
22.09.03	Exceeding the strength of proof *per proof gal.*	Proof gal.	$18·00	$18·00	$18·00
	Other kinds:				
22.09.09	Bitters prepared solely for use as flavouring for food or beverages *per gal.*	Gal.	$4·00	..	$4·00

† Per gallon or for 6 reputed quart bottles or the reputed equivalent in bottles of a larger or smaller reputed capacity.

Chapter 82

Tools, implements, cutlery, spoons and forks, of base metal; parts thereof

Number	Description	Unit	Rates of duty		
			British Preferential	Most Favoured Nation	General Tariff
82.04	Hand tools, including mounted glaziers' diamonds, not falling within any other heading of this Chapter; blow lamps, anvils; vices and clamps, other than accessories for, and parts of, machine tools; portable forges; grinding wheels mounted on frameworks (hand or pedal operated):				
	Hand tools:				
	Hammers:				
82.04.71	Having only iron or steel striking face or faces	Doz.	Free	17½%	30%
82.04.72	Other	Doz.	10%	17½%	30%
82.04.73	Planes	Doz.	Free	17½%	30%
82.04.74	Chisels	Doz.	Free	17½%	30%
82.04.75	Screwdrivers	Doz.	Free	17½%	30%
	Oil cans:				
82.04.76	Pressure force feed of capacities not exceeding 1½ pints	Doz.	47½% Aul. 47½% Can. 57½%	72½%	82½%
82.04.79	Other	Doz.	25% Aul. / Can. 35%	50%	60%
82.04.81	Grease guns	..	25% Aul. / Can. 35%	50%	60%
82.04.82	Beekeepers' tools	..	Free	..	Free
82.04.83	Cheesemakers' curd knives	Doz.	Free	..	Free
82.04.84	Whaling tools	..	Free	20%	25%
83.04.85	Wire strainers	..	Free	10%	12½%
	Domestic and household articles having the character of hand tools:				
82.04.86	Knife sharpening steels	..	22½% Aul. 16½% Can. 27½%	47½%	60%
82.04.87	Other	..	22½% Aul. / Can. 32½%	50%	60%
82.04.89	Other kinds	..	Free	17½%	30%
82.04.91	Blow lamps	Doz.	Free	20%	25%
82.04.92	Anvils	..	Free	14%	25%
	Vices and clamps:				
82.04.93	Vices, joiners' clamps: As may be determined by the Minister	Doz.	15%† Aul. 6%†	..	40%†
82.04.94	Other	Doz.	Free	..	25%
	Other kinds:				
82.04.95	As may be determined by the Minister	..	10%† Aul. Free	17½%†	30%†
82.04.96	Other	..	Free	17½%	30%
82.04.97	Portable forges	..	Free	14%	25%
82.04.99	Grinding wheels mounted on frameworks	Doz.	Free	20%	25%

† Or such lower rate of duty as the Minister may in any case direct.

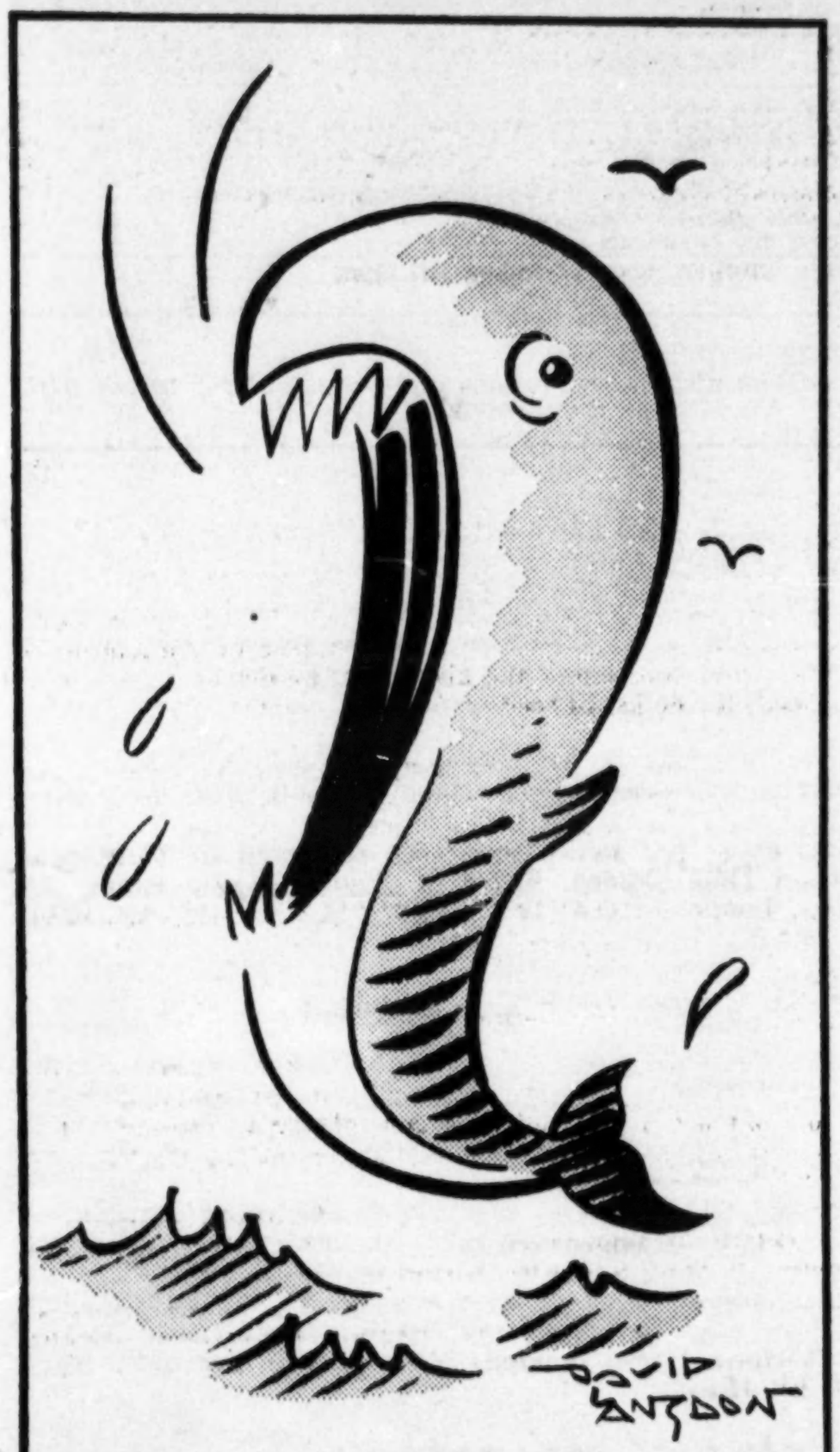
The following items were revoked on February 13, 1970:

22.09.01	82.04.04	82.04.27	82.04.35	82.04.69
22.09.02	82.04.22	82.04.28	82.04.36	
22.09.03	82.04.23	82.04.31	82.04.37	
82.04.01	82.04.24	82.04.32	82.04.51	
82.04.02	82.04.25	82.04.33	82.04.59	
82.04.03	82.04.26	82.04.34	82.04.61	

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade*, 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*



Self-opening and closing hatches...

Just another feature of a fast, modern fleet of cargo liners serving WEST INDIES, GUYANA, SURINAM, VENEZUELA, COLOMBIA, MEXICO, GUATEMALA, BRITISH HONDURAS, U.S. GULF PORTS and SOUTH and EAST AFRICA.

WE CARE FOR YOUR CARGO

Harrison Line

Thos. & Jas. Harrison Ltd., Mersey Chambers, Liverpool 2, and Fountain House, Fenchurch Street, London, E.C.3.

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended by the deletion of Item 118 (Refrigerators, domestic) and of sub-paragraph (m) of Item 89 (Metal, manufactures of) and the substitution therefor of the following:

'89. Metal, manufacturers of—

(m) Propane gas stoves and parts', and

'118. Refrigerators (domestic) and parts.'

ECUADOR

Amendment of prior deposit rates on imports

THE CENTRAL Bank of Ecuador has announced that as from April 1, 1970, prior deposits on imports will be at the following rates:

Payment Terms	0 to 90 days	91 to 180 days	181 to 270 days	271 to 365 days	1 year to 2 years	Over 2 years and up to 5 years	Over 5 years
LIST I	Per cent 60	Per cent 50	Per cent 40	Per cent 30	Per cent 20	Per cent 10	Per cent 4
LIST II (a)	Per cent 120	Per cent 100	Per cent 80	Per cent 60	Per cent 40	Per cent 20	Per cent 8
(b)	217·50	181·25	145	108·75	72·50	36·25	14·50
(c)	277·50	231·25	185	138·75	92·50	46·25	18·50
(d)	405	337·50	270	202·50	135	67·50	27·00

U.S.A.

Gas pipeline safety standards

THE UNITED STATES Department of Transportation has issued the eighth in a series of notices, which together propose the comprehensive minimum Federal safety standards for gas pipeline facilities and for the transportation of gas.

Further details of all these proposals and the dates by which representations must be made are obtainable from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404), ref. FR 9.4.70.

Flammable Fabrics Act—carpets and rugs

THE *Board of Trade Journal* of January 7, 1970, announced details of a proposal of the United States Department of Commerce for a flammability standard for carpets and rugs and materials used in their manufacture.

After consideration of the comments received, the Department of Commerce has published a flammability standard for carpets and rugs, excluding carpets and rugs of sizes less than 6 ft. in major dimensions and less than 24 sq. ft. in area, which becomes effective for carpets and rugs manufactured for sale on or after April 16, 1971.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457). Ref. FR 16.4.70.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 134 *Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 35 *Smallbrook, Ringway, Birmingham* 5; 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1; 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

Flammable Fabrics Act—small carpets and rugs

THE UNITED STATES Department of Commerce has instituted proceedings for the development of a flammability standard for carpets and rugs of sizes less than 6 ft. in major dimension and less than 24 sq. ft. in area by publishing details of a tentative standard and test procedures.

Interested persons are invited to submit written comments on this proposal with the Assistant Secretary for Science and Technology not later than May 17, 1970.

Further details may be obtained from the Board of Trade, Commercial Relations and Exports Department (United States Section), 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) ref. FR 16.4.70.

Fair Packaging and Labelling Act: definition of consumer commodities

THE *Board of Trade Journal* of October 15, 1969 gave notice of a policy statement by the United States Federal Trade Commission defining the status of certain 'consumer commodities' under the United States Fair Packaging and Labelling Act.

Since then, additional articles and products have been considered by the Federal Trade Commission which has now issued a revised policy statement as follows.

(a) The Commission is of the opinion that the following commodities or classes of commodities are not 'consumer commodities' within the meaning of the Act.

Antifreeze
Artificial flowers and parts
Automotive accessories
Automotive chemical products
Automotive replacement parts
Bicycle tyres and tubes
Books
Brushes (bristle, nylon, etc.)
Brooms and mops
Cameras
Chinaware
Christmas light sets
Cigarette lighters
Clothespins (wooden, plastic)
Compacts and mirrors
Diaries and calendars
Flower seeds
Footwear
Garden tools
Gift ties and tapes
Glasses and glassware
Gloves (work type)
Greeting cards
Hand tools
Handicraft and sewing thread
Hardware
Household cooking utensils
Inks
Jewellery
Luggage
Magnetic recording tape
Metal pails
Motor oil (automobile)
Mouse and rat traps
Musical instruments
Painting and wall plaques
Photo albums
Pictures
Plastic table cloths, plastic placement and plastic shelf paper
Rubber gloves (household)
Safety flares
Safety pins
School supplies
Sewing accessories
Silverware, stainless steelware and pewterware
Small arms ammunition
Smoking pipes
Souvenirs
Sporting goods
Toys
Typewriter ribbons
Woodenware

(b) The Commission is of the opinion that the following commodities or classes of commodities are 'consumer commodities' within the meaning of the Act:

Adhesives and sealants
Aluminium foil cooking utensils
Aluminum wrap
Camera supplies
Candles
Christmas decorations
Cordage
Disposable diapers
Dry cell batteries
Light bulbs
Liquified petroleum gas for other than heating and cooking
Lubricants for home use
Photographic chemicals
Pressure sensitive tapes, excluding gift tapes
Solder
Solvents and cleaning fluids for home use
Sponges and chamois
Waxes for home use.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) ref. FR 16.4.70.

Federal Seed Act

THE *Board of Trade Journal* of December 3, 1969 gave notice of a proposal of the United States Department of Agriculture to amend the regulations under the above Act by deleting and adding types of seeds to the list of seed varieties provided for in the regulations.

After consideration of all comments received the Department of Agriculture has amended the regulations with effect from May 15, 1970.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), ref. FR 15.4.70.

Motor vehicle safety standards—No. 101

THE *Board of Trade Journal* of October 27, 1967, gave advance notice of rulemaking to amend and extend the coverage and applicability of standard 101 (relating to control location, identification and illumination) to multi-purpose passenger vehicles, trucks and buses in the United States.

The United States National Highway Safety Bureau has now published details of a proposed revised standard 101 and has invited comments from interested parties by July 15, 1970.

Inquiries about this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department (United States, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext, 2397) ref. FR 15.4.70.

Importation of rare animals—new amendments

THE UNITED STATES Department of the Interior, Fish and Wildlife Service, have published proposals for an amendment of the existing regulations affecting the importation of endangered species.

Further details of the new requirements are obtainable from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404), ref. FR 14.4.70.

(UNITED STATES continued on next page)

DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
30/- plus Post 2/-

DIRECTORY OF MEDICAL SPECIALISTS

Vol. 13, 1968-1969. Biographical listings of over 90,000 Diplomats of the 19 American Speciality Boards (over 10,000 newly certified) arranged geographically by boards, with alphabetical and edge indices. 2,660 pages. $30.00

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance. Box No. 10/-
Orders for advertisements should be addressed to **HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London E.C.1.**
Replies to Box Numbers should be addressed to **Box No.—Board of Trade Journal, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton.

THE METAL PERFORATORS J. & F. POOL LTD. invite perforating inquiries from industry.–J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286.

GIFTS IN A MATCHBOX Series, also TARTAN-BACKED PLAYING CARDS, SPIRIT FLASKS. Enquiries to Cumbrae Supply Co., 19 Watt Road, Glasgow, S.W.2.

'FLASH' Carton Case Opener. The opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Commercial and Industrial Stapling Equipment. The Flash Carton Opener Co. Ltd., Ambleside Avenue, London, S.W.16. Tel. 01-769 0308/5960.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

UNITED STATES, *continued*

Transportation of hazardous materials —parathion and methylparathion

THE UNITED STATES Hazardous Materials Regulations Board is considering an amendment to the existing regulations to authorize shipments of parathion and methylparathion under certain conditions.

Any representation must be made to the Secretary, Hazardous Regulations Board, Department of Transportation, 400 Sixth Street, SW, Washington DC 20590 before May 19, 1970.

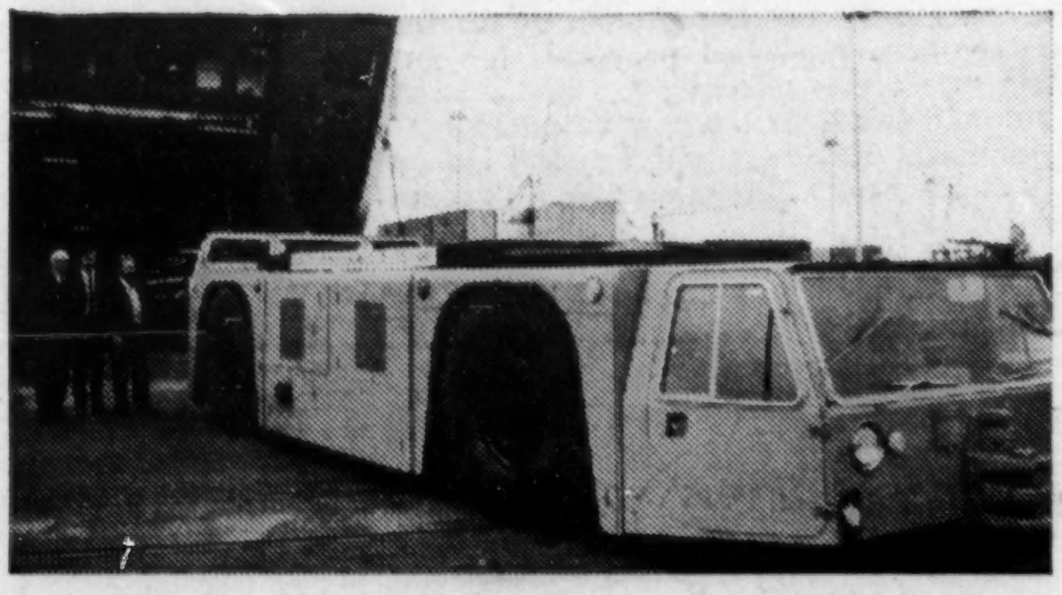
Further details may be obtained from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404). Ref. FR 9.4.70.

Labelling of oral contraceptives

IN A RECENT policy statement, the United States Commissioner of Food and Drugs concluded that factual information should be available to users of oral contraceptive drugs as to the risks and possible side effects associated with the use of such drugs.

The Commissioner has published a form of words which he proposes should be included in all packages of oral contraceptive drugs and has invited comments from interested parties by May 10, 1970.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Ref. FR 10.4.70.



The 70-ton aircraft tug, which will be used to handle Jumbo Jets at New York Airport, rolls aboard the Atlantic Container Line vessel 'Atlantic Song' at the Gladstone Container Terminal. Also in the picture are Mr. John Fullegear (regional freight sales manager North East, Cunard-Brocklebank Ltd.), Mr. Keith Goodburn (in charge westbound traffic ACL Liverpool) and Mr. James H. Noble, shipping manager, Hunslet Engineering Co. Ltd., Leeds, who designed and built the vehicle.

CANADA

Hazardous Products Act

THE CANADIAN Government have issued deletions and additions to the Hazardous Products Act, and Regulations respecting the advertising, sale and importation of hazardous products.

Firms requiring further information should contact the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456 and 457), quoting Reference CG 25.3.70.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6000 commodity headings); there are 188 specified countries for consignment.

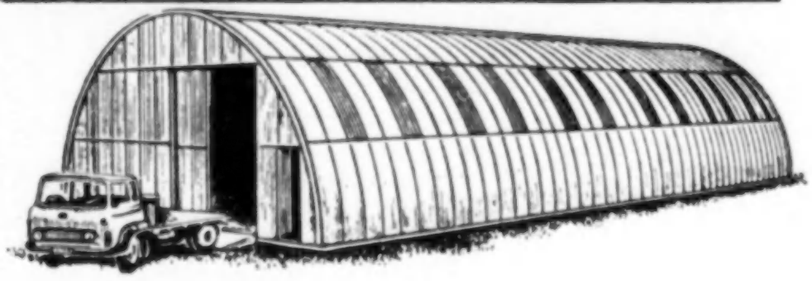
The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London. (K102) SBN 11 720421 8

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

LOW COST BIG COVER SUPER ROMNEY



BRAND NEW ALL STEEL BUILDINGS

35ft. span, 17ft. 6in. high to centre. Any length in multiples of 8ft. Large sliding doors 13ft. high x 10ft. 8in. wide. Separate access doors. As supplied to Contractors, Port Authorities, Government Departments, etc.
Also Nissen Type Buildings 16ft., 24ft. and 30ft. span. Any length in multiples of 6ft.

NAYLOR BUILDINGS

Romney House
Wolverhampton Street
Darlaston Staffs
Telephone No. 021 526 3851

To advertise in the **Board of Trade Journal** telephone **01-248 9876** extn. 6147/8 rate card from **HMSO (P3) Room D92, Atlantic House, Holborn Viaduct, London, EC1**

CUNNINGTON AND COOPER LTD

ENGINEERS, SHEET METAL FABRICATORS
WALL HILL MILL, DOBCROSS, Nr. OLDHAM
Telephone: Saddleworth 3111/2/3 and 3475

Engineers and Fabricators to Aircraft, Asbestos, Bakery, Building, Carbon Fibre, Catering, Chemical, Dairy, Electrical, Electronic, Food, Glass Fibre, Nuclear Energy, Petrochemicals, Plastics, Refrigeration, Rubber, Textile, Tobacco Industries and many others.

Commercial Vehicles and Agricultural Machinery

Through bolts, spring centre bolts, U bolts, wheel studs and nuts, etc. consult

MANUFACTURERS
The Cossentine Bolt & Engineering Co. Ltd.
The Platt, Putney, SW15
Telephone: 01-788 7121
Grams: Cossentine Put. London.

The highest standards of Quality • Service • Technology in

METAL FINISHING
for over 80 years

King & Fowler Ltd

Jamaica Street, Liverpool L1 0AQ
Telephone: 051-709 8411

TEESDALE TOOLS LTD.

DESIGNERS & MANUFACTURERS OF PRECISION ENGINEERING TOOLS & EQUIPMENT

A specialist service to airlines for all engine overhaul tools

192 OVERNDALE ROAD, DOWNEND, BRISTOL BS16 2RJ
Telephone 654283

General sheet metal workers, metal polishers to the trade

Cutting capacity 10′ × ¼″
Brake Press 10′ × ¼′

Leslie T. Clark

(Stainless Steel Fabrications) **Ltd.**

Fresh Wharf Highbridge Road, Barking, Essex.
Telephone: 01-594 5666-7-8

Member of the Stainless Steel Fabricators' Association

E. W. Kendall & Co. Ltd.
FOR
CIRCULAR SAW BLADES
BANDSAW BLADING
CIRCULAR KNIVES
GROOVING SAWS
MACHINE KNIVES
AND
ALL WOODWORKING ACCESSORIES

write or telephone *212-214 Ravenscroft Road, Beckenham, Kent. Telephone: 01-778 3957/4353*

PVC Wallets and Containers

Loose leaf binders, catalogues and price list covers, conference wallets, swatch covers, salesman's albums, document cases, pocket wallets, cheque book covers, travel document folders, transparent pockets etc.

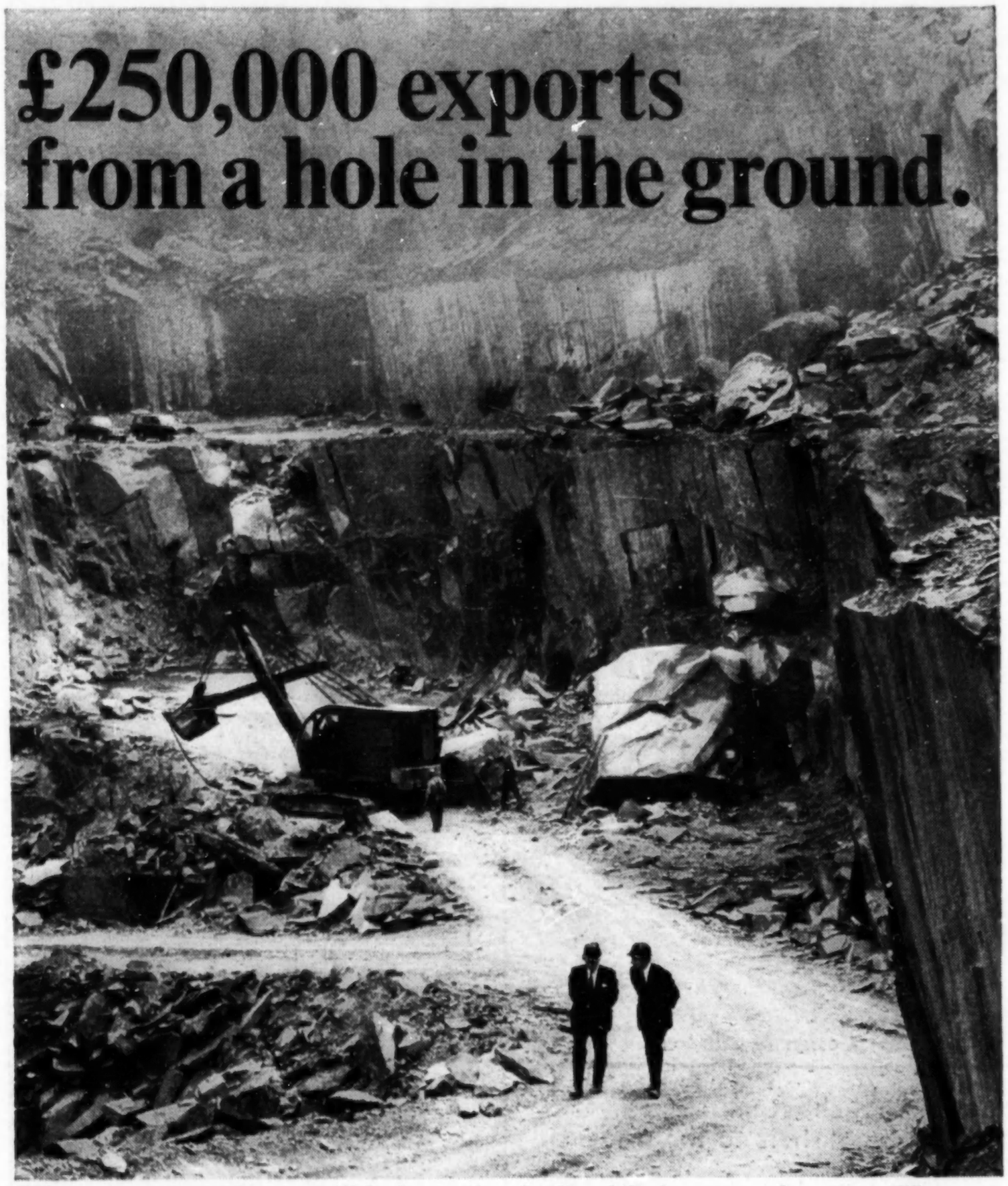
Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: 01-459 5277

CAR RADIO PHONES, AM. WALKIE TALKIES, VHF 50-25 WATTS TRANSMITTERS, RADIO ALARMS, VHF AERIALS

MURPHY TELECOMMUNICATIONS

MURPHY TELECOMMUNICATIONS SYSTEMS LIMITED
NORTH BRADLEY HOUSE, NORTH BRADLEY, TROWBRIDGE, WILTSHIRE, ENGLAND
Telephone: Trowbridge 5306 Telex: 44809

£250,000 exports from a hole in the ground.



Whatever your product, you'll find growth markets overseas. This is the view of managing director David W, whose marketing company has revived a pre-1914 tradition of large-scale slate exporting. We talked to him at a slate quarry in Furness.

Interviewer: What are the outlets for slate these days?

David W: Mostly roofing and flooring, and facing for churches, office blocks, underpasses, any kind of largish construction. Insulating switchboards is another application, and many new ones are on the way. We think slate granules have an interesting future on roofing felts. Almost all our export slate is going for building.

Slate is expensive to ship. Was this why the export trade died?

David W: The very high labour content for loading killed exports after 1914. When we began looking at exporting again in 1965, we designed a special collapsible loading box. That, combined with new methods of mechanical loading, put the thing back on a viable basis.

What made you re-start exporting in 1965?

David W: The economic doldrums at home, and a shortage of slate in France.

You started there, but now you've expanded into other markets?

David W: We're also selling in Denmark, Holland, Germany, Iceland — and now U.S.A., which has very big potential. We were up to £250,000 overseas last year, and we think we can double that in time.

How do you develop a new market?

David W: We get help from the British Embassies and we appoint an agent.

Has your ECGD cover helped you expand?

David W: We very soon found we needed this. Each cargo we ship is worth around £20,000 and we often have two cargoes outstanding. If a customer defaulted we'd be in bad trouble. We also plan to use the ECGD comprehensive bank guarantee so that we can raise bank finance for exports at Bank Rate. It's expensive building up export markets. We're very glad of this help through ECGD.

Are you optimistic about the future?

David W: In this trade you take the long view. The first shipment of slate from this quarry was in 1688. Its peak production year was 1863. With a lot of effort, we might begin to approach that size of output again in the nineteen-seventies.

ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks—and can also help you to reduce the cost of export finance. Get the full run-down from your local ECGD Manager. Contact him this week.

CITY OF LONDON: 01-488 3491
LONDON WEST END: 01-437 2292
NORTH LONDON: 01-405 8991
SOUTH LONDON: 01-407 5011
BEDFORD: 0234 58798/9
BELFAST: 0232 29428
BIRMINGHAM: 021-454 4375
BRADFORD: 0274 25147
BRISTOL: 0272 22102
CARDIFF: 0222 26657
CRAWLEY: 0293 23444
EDINBURGH: 031-225 3004
GLASGOW: 041-221 3056
LEEDS: 0532 30082
LIVERPOOL: 051-236 5756
MANCHESTER: 061-236 8861
NEWCASTLE-UPON-TYNE: 0632 814214/t
NOTTINGHAM: 0602 46585
READING: 0734 580577
SHEFFIELD: 0742 29151
Head Office: ALDERMANBURY HOUSE, ALDERMANBURY. LONDON. EC2 TELEPHONE: 01-606 6699

Export with an easy mind

ECGD

EXPORT CREDITS GUARANTEE DEPARTMENT

Four Board of Trade Handbooks give over 250 pages of export information. They are: No. 1, *Services for British Exporters*; No. 2, *ECGD Credit Insurance and Financial Support Services* No. 3, *Organisation for Overseas Marketing*; No. 4, *Agency Legislation and Practice Abroad.* For as many free copies as you require for day-to-day use by your export staff, write now to Information Division, UK Publicity Section A (E3) Board of Trade, 1 Victoria Street, London, SW1.